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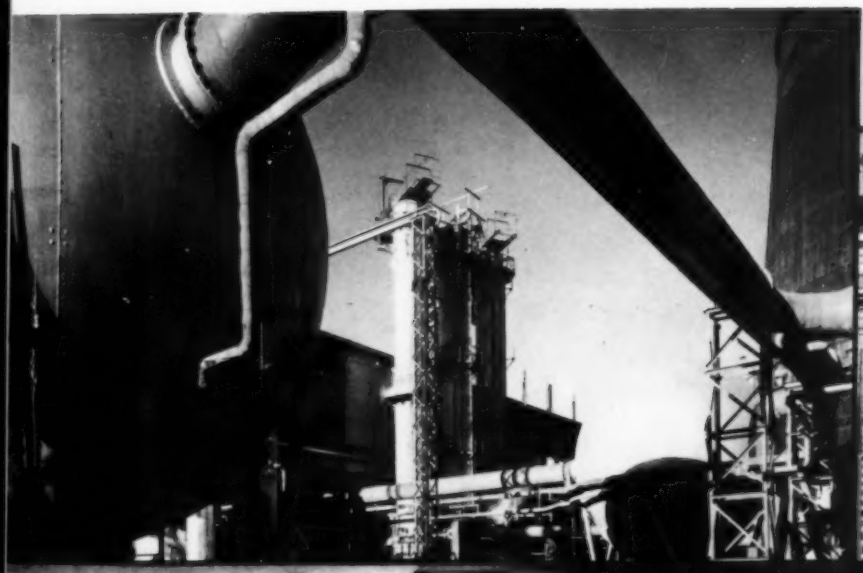

opportunities to sell U.S. machinery in Bulgaria and Hungary

Business Bulletins *from around the world*

FINLAND—International trade reached record levels in 1965. Exports for year totalled $1.43 billion, up 11% from 1964. Imports climbed to $1.65 billion, 9% increase. Purchases from the U.S. jumped 10% to level of $101 million. U.S. share of Finnish import market was 6.2%, up slightly from 1964. Machinery, transport equipment accounted for 44% of U.S. sales to Finland. Finnish exports to U.S. reached $87 million, up 15% from previous year. Paper (chiefly newsprint) accounted for 44% of total.

FRANCE—Population increased by 470,000 inhabitants during 1965, bringing total to 49.1 million by the end of year. Increase due to a 325,000 excess of births over deaths and to net immigration of approximately 145,000 persons.

Merchandise entering and leaving port of Marseilles jumped to 54.9 million metric tons in 1965, 19% above 1964 figure of 45.8 million metric tons. Imports were 48 million metric tons (compared with 39.8 million tons in 1964), and exports were 6.9 million metric tons (compared with 6 million tons in 1964).

INDONESIA—North Sumatran Offshore Petroleum Exploration Co., Japanese firm, which paid $6.5 million to a Canadian firm in 1965 for rights to explore rich offshore concession area in Sumatra, expects to begin drilling in 1968. Company plans to spend $14 million in exploratory work, drilling over next five years. Contract provides for prospecting period of 10 years, development over following 20 years. Once oil is struck, firm will receive repayment of investment through share of output. Reportedly, 40% of output will be earmarked to cover expenditures; remaining 60% to be shared by Permina (Government oil firm) and Japanese in ratio of 65 to 35.

IRAN—Oil Consortium's multimillion dollar crude oil loading terminal on Kharg Island inaugurated. Terminal complex includes 6,000 ft., 10-berth jetty capable of handling largest tankers afloat, 11 500,000 barrel storage tanks, and centralized control system for regulating loading of crude. In addition 106 mile, 42-in. pipeline from Agha Jari oil field to Persian Gulf and four 26½ mile submarine lines from coast to Kharg Island laid.

JAMAICA—Two U.S. firms, Pillsbury Co. of Minneapolis and Garvey Grains, Inc., Wichita, Kan., together with local Jamaican interests, begin construction of modern flour mill and animal feeds plant capable of meeting virtually all Jamaica's requirements. Amount of joint investment to be approximately $3 million; work begun on 8-acre site east of Kingston Harbor.

MALAYSIA—New $833,000 veneer and plywood factory, equipped primarily with modern U.S.-made machinery, began operations in March. New plant is local venture but has American General Manager. It enjoys pioneer (tax exemption for up to five years) status. The U.S. is firm's principal market, and over $167,000 worth of products exported to U.S.

MEXICO—Plant in Mexico City for production of reinforced plastic process equipment and corrosion resistant materials to be opened in May by Ceilcote Co., Berea, Ohio. Venture to be named Ceilcote Ingenieros en Corrosion S.A. de C.V. Plant to serve Central America, parts of South America. Leading fiberglass reinforced plastic products scheduled for immediate production include fiberglass reinforced plastic pipe, fume scrubbers, storage tanks, ventilating duct. Corrosion proof materials slated for manufacture include acidproof flooring, tank linings, high strength equipment grout.

PORTUGAL—Government announces $560 million worth of economic projects will be completed in Portugal and overseas territories by end of 1966. More important projects are Tagus river bridge scheduled for opening in August, and first phase of important irrigation project for December. Recently, new rotating cement oven with 250,000 ton a year capacity was added to existing plant. Cost of project including new port handling facilities estimated at $8.8 million. Work began on $3.3 million addition to low-cost housing development for workers near Lisbon.

SPAIN—American Express Co., Inc., wholly-owned subsidiary of American Express, forms new subsidiary, Transportes American Express, S.A., in Madrid, to conduct international freight operations.

TURKEY—European Investment Bank agrees to build kraft paper plant at Caycuma, Turkey. Plant will cost roughly $33 million, and will produce 55,000 tons of kraft cellulose, 50,000 tons of kraft paper, 30,000 tons of semi-chemical cellulose.

Frosts in mid and late March may lower 1966 fruit harvests. Grapes and apricots were hardest hit, with 60 to 65% of vineyards in main producing area reportedly destroyed.

UNITED KINGDOM—Rust Engineering Co., Ltd., jointly owned by Rust Engineering Co., Pittsburgh, and Evence Coppee et Cie, Brussels, awarded contract for design, engineering of new tire plant to be built on 135-acre site at Wrexham, Denbighshire for Firestone Tyre and Rubber Co., Ltd. New 300,000 sq. ft. plant to consist of tire manufacturing facilities, boiler house, laboratory, cement store, general offices. Engineering scheduled for completion in early June.

VENEZUELA—Under new Ministry of Development regulations increasing Government control over prices of natural industrial products, no new industry will be afforded protection unless it has price agreement with Ministry. New industries are to sign such pacts at time of official project approval, while present industries receiving tariff and trade protection are being requested to show costs and sign such agreements.

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the cover

Two Eastern European nations, Bulgaria and Hungary, are showing more signs of interest in increasing trade with the United States. Last year, the first substantial transactions with U.S. firms took place in Bulgaria, and American engineers will go there for the first time in 20 years. And U.S. exports to Hungary have increased significantly in the past three years, a result of gradually improving relations between the two countries. To explore further trade prospects with both nations, the United States will send its first official trade mission there. See pages 2 through 5 for the story.

International Commerce

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BULGARIAN HOUSING (above) is taking on new look. Mission will appraise equipment market. HUNGARIAN WORKERS at Ajka smelter (below) are part of country's growing aluminum industry.

Mission to visit Bulgaria, Hungary

Group will point out advantages of U.S. products, equipment

The first U.S. Trade Mission to Bulgaria and Hungary will visit those countries Oct. 1-29.

The Mission will point out the competitive advantages of American industrial machinery and dramatize the interest of the United States in widening the exchange of non-strategic goods with countries of Eastern Europe.

The Mission will commence its activities in Bulgaria on Oct. 1. After observing U.S. and competing industrial machinery on display at the Plovdiv Fair, members will hold individual business meetings in Sofia and other centers of industry and commerce in Bulgaria. About two weeks later the Mission will proceed to Budapest and other cities in Hungary.

Relations improve

Since 1960 there has been a gradual improvement in U.S.-Bulgarian relations. This has been reflected in the renewal of diplomatic and consular relations, a number of cultural exchanges, and the settlement of financial claims.

In addition, Bulgaria has increasingly shown a desire to expand trade relations with Western firms and has facilitated access to Bulgarian trade officials. The past year witnessed the first substantial transactions between Bulgarian and U.S. firms. As a result, U.S. engineers will go there for the first time in 20 years.

Bulgarian imports from the United

States in 1964 amounted to $4.8 million; exports to the United States, $1.2 million.

In Hungary, too

The atmosphere in U.S.-Hungarian relations also has gradually improved and the Hungarian Government has increasingly evinced interest in strengthening its economic relations with the United States.

U.S. exports to Hungary during the past three years have registered a significant increase over the levels of previous years.

Foreign trade in both countries is a Government monopoly, conducted by governmental organizations.

Volunteers requested

The composition of the Mission has been determined after personal consultation with officers of the U.S. Legations in Sofia and Budapest, and officials of the two Governments. The Mission is to be composed of highly qualified members from the following areas of specialization:

Food processing and packaging machinery. Applicant should be familiar with the widest range of food processing machinery and equipment used in freezing, canning and dehydration processes. In addition, he should possess knowledge of the latest packaging machinery for food and non-food items.

Machinery for the chemical, petrochemical and plastics industries. A member is needed who has a broad knowledge of the machinery and equipment used in the manufacture of industrial chemicals, plastics and petrochemicals. His background should include basic familiarity with plant construction and production methods in these industries.

Specialized machine tools and metalworking equipment. Interested businessmen should have a broad background in the machine tool and metalworking industries including knowledge of elementary to advanced machinery and equipment.

Advanced agricultural machinery. This specialty calls for experience in the manufacture and distribution of the widest possible range of advanced agricultural machinery. Also, some knowledge of integrated processing operations such as poultry, hog and dairy plants is required.

Building and construction equipment. A businessman is needed who possesses extensive knowledge of machinery and equipment required for industrial construction, land clearance and roadbuilding. Some knowledge of all-weather street cleaning apparatus is desired.

Members of the Mission must be able to identify U.S. sources and competitive advantages of the machinery and equipment in their fields of specialization. Experience in international trading is desirable. Knowledge of the tobacco industry also will be of assistance.

Before departure for their service abroad, the Mission members will be briefed on the U. S. export control and licensing laws and regulations and the political and economic trends of the two countries.

Businessmen who believe they qualify for one of the specialty fields and wish to volunteer their services are invited to inform the Department of Commerce of their availability. **Write:** Bureau of International Commerce, BIC-8210, U. S. Department of Commerce, Washington, D.C. 20230.

Market profile—Hungary

Government: A Communist People's Republic, similar to that of the USSR, based on a constitution promulgated in 1949. The Hungarian National Assembly, a unicameral body of 298 members, is declared to be the supreme organ of state authority; actually the real power rests in the Politburo of the Hungarian Workers' (Communist) Party.

Area: 35,909 square miles—about the same as Indiana.

Population, 1965: Estimated at 10 million, of whom some 5 million were employed as follows: 1,856,000 in industry and construction; 1,530,000 in agriculture; 311,700 in transportation and communication; 346,000 in trade; 858,100 in administration, health and cultural, and other institutions.

Principal cities: Budapest, capital and largest commercial center, 1.9 million population at the beginning of 1965; Miskolc, 166,927; Debrecen, 145,692; Pecs, 133,992; Szeged, 113,594.

Income, 1964: Gross national product estimated at $9.9 billion; per capita income, about $990.

Currency: Hungarian forint—1 forint to $0.09 at the official rate and $0.04 at the tourist rate of exchange—is not convertible, nor is it quoted on any international monetary exchange market. Hungary is not a member of the International Monetary Fund. Transactions with Free World countries are in hard currencies or in currency of trading partner. Foreign exchange reserves are low and balance of payments situation difficult.

Agriculture: Chief products, and 1964 harvest (in thousands of metric tons): wheat, 2,059; barley, 1,012; maize, 3,509; potatoes, 1,650; sugar beets, 3,554.

Mining: Principal minerals are coal, petroleum, iron ore, and bauxite. Production in 1964 (in millions of metric tons): bituminous coal, 4; brown coal, 27.4; crude petroleum, 1.8; iron ore, 0.8; bauxite, 1.5.

Industry: Selected items of 1964 production: electric energy, 10.6 billion kw-h.; pig iron, 1.5 million tons; steel, 2.4 million tons; aluminum, 56,874 tons; cement, 2.3 million tons; tractors, 2,950; diesel locomotives, 137; buses, 1,264; diesel motors, 777; center lathes, 2,613; milling machines, 1,264; drilling machines, 3,756.

Transportation: All major transportation facilities are state owned. Freight turnover in 1964 (in million ton kilometers) was as follows: railroads, 17,032; water transport, 1,668; highway transport, 1,626.

Exports, 1964: Valued at $1,356 million (at official exchange rate); $909 million went to the Soviet bloc; $136 million to Common Market countries; $21 million to the United Kingdom; and $1.7 million to the U.S.

Imports, 1964: Valued at $1.5 billion; $960 million came from the Soviet bloc; $156 million from Common Market countries; $25 million from the United Kingdom; and $13.7 million from the United States.

Conditions of trade: Foreign trade is a Government monopoly. It is conducted by governmental foreign trade organizations in accordance with the national economic plan for the entire country.

U.S. firms invited to submit proposals for both countries

U.S. firms with a product or service to sell or those interested in entering into other business arrangements with either or both Bulgaria and Hungary are invited to submit their proposals.

Proposals should be received by August 1. The business proposals will be printed in summary form, without identification or address, in booklets which will be distributed throughout the two countries. Identification will be revealed only to appropriate individuals after they have consulted a Mission member regarding a specific proposal. These individuals will be asked to get in touch with the U.S. firms whose propositions are of interest.

Additionally, the U.S. firms will be enabled to assume the initiative, as each one will be provided names and addresses of individuals who expressed interest in its proposition.

Separate proposals

To submit a business proposal, U.S. firms are requested to answer the following questions and send, in duplicate, to the Director, U.S. Trade Mission to Bulgaria, BIC 8210, U.S. Department of Commerce, Washington, D.C. 20230; or Director, U.S. Trade Mission to Hungary, at the same address.

Firms interested in utilizing this service in both countries are encouraged to do so but must submit separate proposals for each.

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country. The Trade Missions Division will not seek a substitute for an established agent.
- Are you interested in a joint venture? In licensing a qualified firm to manufacture your product abroad? If so, describe your proposition briefly giving details of products or services to be provided.
- Do you wish to import for your own account or act as a commission agent?
- What type of firm is best qualified to transact your business?

Each proposal must be accompanied by descriptive information such as brochures, pictures, pricelist (c.i.f.) if possible and catalogs. This material should not exceed 50 single sheets.

If representing several firms, a company must submit a separate proposal for each client—for each country—with each specified by name and product or service. A summary, in 35 words or less, of each proposal must be submitted for inclusion in the booklet to be distributed abroad.

Business proposals also must be accompanied by one of the following, unless previously submitted within the past year: Department of Commerce Form 1A-57, Registration of U.S. Firms Interested in International Trade or Investment, which may be obtained from a nearby Department of Commerce Field Office; a current mercantile agency report; or a current bank report.

Market profile—Bulgaria

Government: A Communist People's Republic, similar to that of the USSR, based on a constitution promulgated in 1947. The Bulgarian National Assembly, a unicameral body of 249 members, is declared to be the supreme organ of state authority; actually the real power rests in the Politburo of the Bulgarian Communist Party.

Area: 42,808 square miles—about the same as Ohio.

Population, 1965: Estimated at 8.2 million, of whom some 4.4 million were employed as follows: 2.3 million in agriculture; about 2.1 million in non-agricultural pursuits, including 1 million in industry.

Principal cities: Sofia, capital and largest commercial center, 821,593 population at mid-1965; Plovdiv, 201,470; Varna, 170,053; Russe, 119,431; Burgas, 101,975.

Income, 1964: Gross national product estimated at about 5.4 billion; per capita income about $660.

Currency: Bulgarian leva—1 leva to $0.85 at the official rate and $0.50 at the tourist rate of exchange—is not convertible, nor is it quoted on any international monetary exchange market. Bulgaria is not a member of the International Monetary Fund. Transactions with Free World countries are in hard currencies or in currency of trading partner. Foreign exchange reserves are low and balance of payments situation difficult.

Agriculture: Principal products, and 1964 harvest (in thousands of metric tons): wheat, 2,030; barley, 620; oats, 154; maize, 1,858; sunflower seed, 333; sugar beets, 1,850; potatoes, 400.

Mining: Principal minerals are coal, petroleum, and iron ore. Production in 1964 (in metric tons): stone coal, 600,000; brown coal, 23,700,000; crude petroleum, 160,000; iron ore, 716,000. There are deposits of copper, manganese, pyrites, and lead and zinc ores.

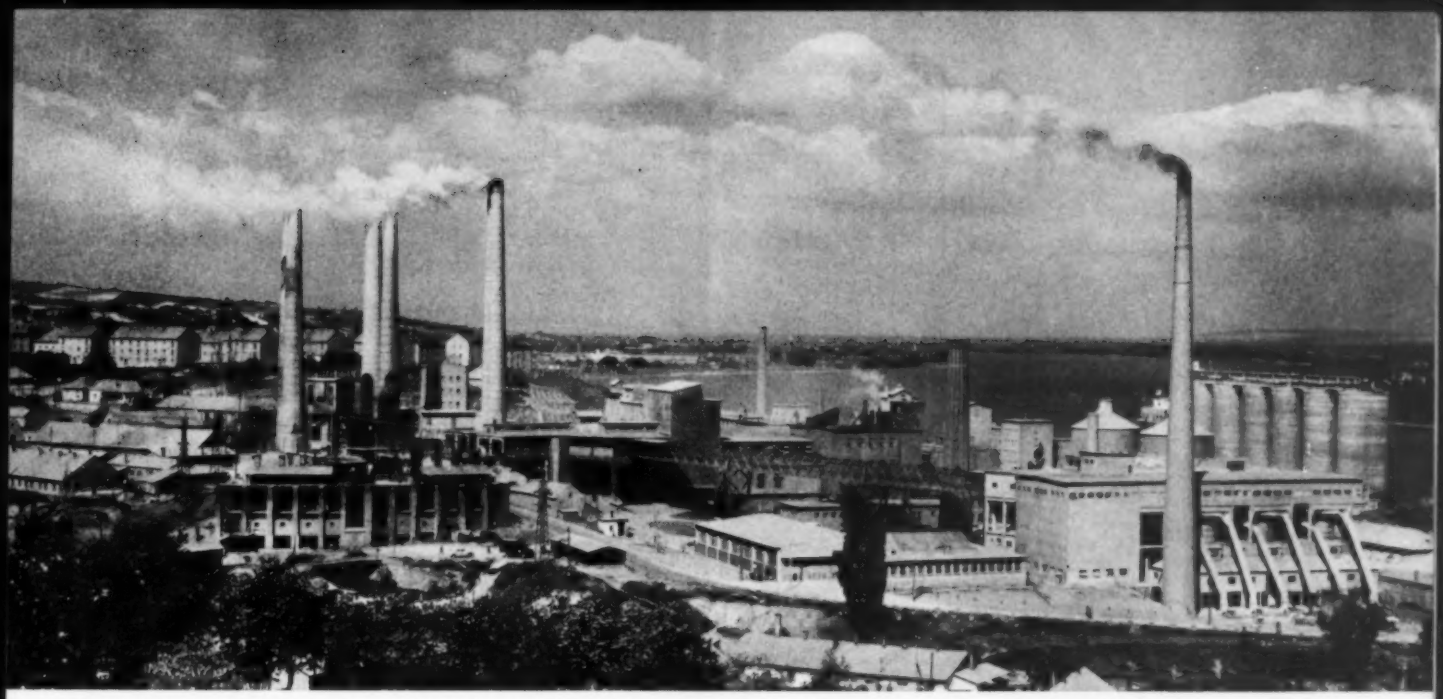
Industry: Selected items of 1964 production: electric power, 8,698 million kw-h.; pig iron, 449,000 tons; steel, 475,000 tons; rolled products, 363,000 tons; lead, 85,000 tons; zinc, 57,000 tons; cement, 2,586,000 tons; metal-cutting machinery, 2,776 units; electric trucks, 13,393; electric motors, 494,000; tractors, 2,200.

Transportation: All major transportation facilities are state owned. Freight turnover in 1963 (in million ton kilometers) was as follows: railroads, 8,573; water transport, 6,105; automotive transport, 3,137.

Exports, 1964: Valued at $974 million (at official exchange rate); $750 million went to the Soviet bloc, $63 million to Common Market countries, $12 million to the United Kingdom, and $1.2 million to the United States.

Imports, 1964: Valued at $1,057 million; $772 million came from the Soviet bloc, $95 million came from Common Market countries, $8 million from the United Kingdom and $4.8 million from the United States.

Conditions of trade: Foreign trade is a Government monopoly. It is conducted by governmental foreign trade organizations in accordance with the national economic plan developed for the entire economy.



CEMENT AND LIME WORKS expansion at Labatlan has contributed to the rapid construction of industrial establishments in the northwestern section of Hungary.

112 U.S. companies set to participate in Budapest Fair

U.S. pavilion to be devoted to machine tools, electronics

The October Trade Mission is not the only U.S. venture into Hungary this year.

A total of 112 American business firms are ready to display their machine tools and special mechanical and electronic equipment next month in Hungary.

The U.S. exhibition, devoted to "Tools of America," will be part of the Budapest International Fair May 20-30.

The Bureau of International Commerce said the Budapest fair will give U.S. businessmen an opportunity to test new markets.

American products to be featured include food processing and packaging machinery, machine tools, medical laboratory and industrial measuring and testing instruments, plastic forming machinery, printing and typesetting equipment, automobile tire recapping equipment, high fidelity and stereo recording equipment and components.

Some 600,000 Hungarians visited the U.S. pavilion last year, the first time the United States participated in the Budapest fair.

TRANSISTOR DEPARTMENT of semiconductor works at Botevgrad reflects developments in Bulgaria's industrial sector. The U.S. Trade Mission will look at the country's market for specialized machine tools.

EXPORT LAURELS go to Walker-Neer Co., Wichita Falls, Tex., and Titan Corp., New York City, at meetings in their states. In picture at left, W. W. Walker, Jr. (l.), Walker-Neer president, hoists "E" pennant with aid of Rep. Graham Purcell and Harry Meyers (r.), Commerce Dept.'s Dallas Field Office director. In photo above, Franklin D. Roosevelt, Jr., presents the export award to Jerome Siegel of Titan Corp., a steel industry supplier to foreign markets.

Texas, New York kindred spirits show what it takes to win 'E'

Trail-blazing by Walker-Neer Co., Titan Industrial Corp. hailed at award-presentation ceremonies in two states

About 20 years ago in Wichita Falls, Tex., and in New York City, acorns were planted which have since grown into sturdy oaks of world trade—resulting in "E"-for-export-excellence awards presented recently to the two firms responsible.

In the case of Wichita Falls' Walker-Neer Manufacturing Co., the "acorn" was a machine company set up by Jack L. Neer on a small site in 1944. Neer was joined later by W. W. Walker, Sr., and then by Carl R. Johnston, and the firm expanded domestically and globally until today it occupies 12 acres and exports well over half of its output. Walker-Neer cable tool drills and servicing units are used in oil and water well-drilling operations in the Middle East, South America, Africa and other parts of the world.

The company's first international step was taken in the early 1950's with the appointment of a New York agent and adoption of a revised selling procedure under which Walker-Neer began furnishing complete units for turnkey operations, rather than confining itself largely to sales of the drilling unit proper, as in the past.

Walker-Neer began its big global push in 1958, when its exports amounted to only 1% of production. Appointing distributors and agents overseas, the firm established a position in each country and now has representation in more than 50, with foreign sales accounting for 65% of output. Brochures and technical manuals are printed in French, Italian and Spanish, and sales and executive personnel are encouraged to learn a variety of languages.

This is the kind of dynamism which led to the Walker-Neer "E" presentation at the 12th Annual West Texas Industrial Conference, sponsored by the West Texas Chamber of Commerce.

Like Walker-Neer, the Titan Industrial Corp. of New York began inauspiciously some 20 years ago. It was then a one-man, one-secretary organization; today it is a multi-million-dollar business dealing exclusively in foreign marketing of semi-finished steel and machinery allied to the steel industry.

In 1948, two years after incorporation, Titan's founder, Jerome A. Siegel, went on a three-month trip to 28 countries, laying the groundwork for a sales and service organization which has been developing and expanding ever since.

Personal contact and service are the firm's strong points, and it does no advertising or sales promotion. Typical of Titan's approach was its action two years ago in flying a group of Spanish steel mill engineers to the United States for a guided tour of American mills, featuring first-hand views of production facilities and direct discussions of problems with American suppliers. Result: several million dollars worth of steel sold to mills in Spain and Italy.

Titan compiles a catalogue of available U.S. steel resources and disseminates the information every Thursday and Friday to its branches and agents overseas. In this way distributors can match needs to supply, and often can arrange sales of secondary steel in emerging industrial countries unable to afford prime steel.

In tough competition with European producers, Titan has effectively employed a technique of executing long-term forward contracts for both steel and freight, enabling the firm to hold a major share of the Spanish market.

The company's executives speak nearly 20 languages, including two Chinese dialects, French, Spanish, Italian, Russian, Serbo-Croat, German, Polish and Czech.

Accomplishments like these, adding up to an outstanding contribution to the U.S. export expansion program, led to the recent "E" award for Titan, presented at a New York City meeting sponsored by the East African Chamber of Commerce of the United States.

Air cargo industry's customers to confer with carrier spokesmen at Chicago international forum

Three-day program includes field demonstration at O'Hare International Airport, workshops, panels, look at future

What's right and what's wrong in international air freight will be thrashed out at the Third International Forum for Air Cargo May 24-26 in the O'Hare Inn, Chicago.

Half the proceedings will be headed "The Customer Speaks" and the other half "The Carriers and Manufacturers Respond." Workshops will let customers, carriers and manufacturers carry on the dialogue face-to-face.

A field demonstration at O'Hare International Airport will be one of the program's highlights.

Featured will be talks and panels on national transportation, the dual role of the air-freight forwarder, business needs in the small-shipment category, marketing international air freight, air cargo marketing in Europe, the need for coordinated transport, a European view of cargo-handling as it affects sales, and a look at air transportation's future.

Among speakers from abroad will be John V. Purtscher, Jacky Maeder Aircargo, Ltd., Geneva; Russell E. Eggers, Chase Manhattan Overseas Banking Corp., Geneva; John L. Guy, British European Airways Corp., Ruislip, Middlesex, England; Dirk J. M. Koek, KLM-Royal Dutch Airlines, Amsterdam; Dr. Lambert Konschegg, Vienna managing director for the International Air Transport Association, and Clayton H. Glenn, Air Canada, Montreal.

Stateside participants will include United Air Lines' Marvin Whitlock, Air Transport Association's Stuart Tipton and G. J. Godbout, Northrup Corp.'s Winfield Arata, Jr., Air Express International Corp.'s Alvin Beck, Sperry-Hutchinson's Mrs. Elaine Pitts, Air Freight Forwarders Association's Louis Haffer, American Aviation Publications' Wayne Parrish, Civil Aeronautics Board's W. Fletcher Lutz, Jr., Defense Department's Vincent Caputo, and many others.

Write: Michael A. Chaszeyka, Office of Naval Research, 219 South Dearborn St., Chicago, Ill. 60604.

TWA chief is chosen

Charles C. Tillinghast, Jr., president of Trans World Airlines, Inc., has been elected chairman of the 1966 New York World Trade Week Committee, Inc.

For the 31st consecutive year, the committee will sponsor and organize the celebration of World Trade Week, May 22-28, in the New York-New Jersey metropolitan area. The committee's membership is composed of more than 40 civic, trade and governmental organizations.

HISTORIC AIR CARGO FLIGHT was Pan American's China Clipper inaugural Trans-Pacific journey from San Francisco to Manila on Nov. 22, 1935. Postmaster General James A. Farley helped supervise the loading of the mail sacks. Pan Am flew 423,000,000 cargo ton-miles in 1965, goes all-jet this year.

U.S. MAGAZINE IN COMMERCIAL LIBRARY ABROAD is being examined at the American Embassy in Warsaw, Poland, by Thomas P. Collier, a member of a U.S. trade mission that visited Poland last year.

U.S. trade journals in libraries overseas become exporters' tool

More than 150,000 copies of U.S. publications sent abroad; program backs trade missions, exhibitions, work at U.S. posts

By their contributions of trade journals and other business publications to the Commercial Library program of the Bureau of International Commerce, American publishers are playing an important part in overseas trade promotion activities.

In the past two years alone the industry has furnished over 150,000 copies of trade publications, at no charge to the U.S. Government, for U.S. Trade Missions, Trade Center shows, Business Information Centers at Trade Fairs, and commercial reference libraries at Foreign Service posts abroad.

Originally set up as a support element to Trade Missions, commercial libraries have become an indispensable working tool for commercial and trade development officers abroad. Two types of libraries have evolved in this program:

One is a broad collection of buyers' guides and standard commercial reference works for the continuing use of American Foreign Service posts. These libraries at American embassies and consulates are a daily reference source for both the commercial staff and for local businessmen. By mail, by phone, and in person, businessmen check with the library for all kinds of commercial information about the United States, especially for the names of American manufacturers and traders.

Through contributions from the publishing industry, the Bureau of International Commerce stocks these permanent libraries in key commercial cities around the world. Other posts in areas of less immediate importance in terms of American trade also maintain small, basic reference libraries.

The second type of library is a more specialized collection of trade journals and directories relating to the theme of a Trade Fair, a Trade Center show, or a Trade Mission. Often concerned with one industry only, these libraries are set up for display and reference at each show or Fair in which the Bureau of International Commerce participates and for the use of each of its Trade Missions.

A February exhibit at the Tokyo Trade Center, for example, featured architectural hardware and building materials. At this show the products of some 30 American manufacturers were exhibited. Japanese visitors, however, were able to see additional products representing practically the entire American industry, because 15 publishers supplied over 100 current publications in this field for the library at this show.

Used by missions

Trade Mission members use their special library intensively during the several weeks they consult with foreign businessmen interested in doing business with the United States.

When the Trade Mission ends or the show closes, the library continues to promote American exports. At times the special library is simply added to the post commercial library, or it may be presented all or in part to foreign groups.

Goods flowing through Colon Free Zone set January record

A record $23 million worth of commercial goods was received and transshipped through the Colon Free Zone in Panama during January of this year, according to the Zone's U.S. representative, Andrew Weil.

The value of goods flowing through this free trade zone exceeded by $3.8 million the previous record of January 1965.

For additional information from the Zone's New York office, **write:** Colon Free Zone, 405 Park Ave. (not 247 Park Ave., as reported in the April 4 issue of INTERNATIONAL COMMERCE), New York, N.Y. 10022. Telephone, EL 5-7484.

Milwaukee export list

The Milwaukee Association of Commerce's Domestic and International Trade division is expanding its "Directory of Exportable Products in Metropolitan Milwaukee" for September issuance. The project is being handled by division manager Harold E. Gawlik and his assistant Dennis E. Burch. Only products presently being exported will be listed.

Need for world trade growth to be theme of 21st Mississippi Valley conference in New Orleans

Memphis to be honor city at April 24-26 event featuring sessions on Mid-South's prospects in global commerce

Things are bound to be moving at the 21st Mississippi Valley World Trade Conference. Standing still has been placed under an official cloud by the theme announced for the April 24-26 conference at New Orleans' Roosevelt Hotel—"World Trade Expansion, A Modern Necessity."

Memphis—"export capital of the Mid-South"—has been designated honor city for the meeting, and New Orleans Mayor Victor H. Schiro will welcome Memphis's chief executive, Mayor William B. Ingram, Jr., delivering the opening-day luncheon address on Memphis as an "export gateway" to the Port of New Orleans.

Panel listed

A panel will discuss international marketing of consumer products, grain and the Mississippi Valley, exports of hardwood lumber, cotton's importance to Memphis and world trade, the role of financial institutions in world trade, and the part played by the Mid-South Exporters' Round Table in stimulating world trade.

Panelists include Ramon Diaz, Plough, Inc.; Edward W. Cook, Cook Grains, Inc.; Philip D. Houston, United Timber & Lumber; Robert D. McCallum, George H. McFadden & Bros., Inc.; Allen Good, First National Bank of Memphis, and Robert E. Pickett, Buckeye Cellulose Corp. Panel chairman will be J. O. Clapp, Jr., Layne & Bowler traffic manager.

Second session

International financing, taxation, marine insurance and port operations will be the topics at another session, chaired by Eads Poitevant, International City Bank president. Russell Baker of the Chicago law firm, Baker, McKenzie & Hightower, Carl E. McDowell, executive vice president of the American Institute of Marine Underwriters, L. M. Broomall of Western Union International and Paul J. Haskell of the Foreign Credit Insurance Association will serve as panelists.

A third general session will be on "Trade Promotion—Missions, Fairs, Ships and Communications," under the chairmanship of Paul A. Fabry, managing director, International House. Panelists will be Herman J. Penn, management consultant, The Rivergate, New Orleans; Roy F. Gootenberg, director, Trade Missions Division, U.S. Department of Commerce; Gerald O'Brien, National Council of American Importers, and Marvin W. Melton, Melton Brothers Implement Co., Trumann, Ark.

Luncheon speaker

Speaking at the April 26 luncheon will be John H. Henshaw, president, Pittsburgh Plate Glass International, S.A.

"Trade Expansion—The Outlook and the Means" will be the subject of a fourth general session. On the panel will be Harry Marples, Peru manager, Braniff International Air Lines; Robert W. Barrie, trade expansion director, Committee of American Steamship Lines; Adolfo Comba, European Economic Commission, and Dean F. Harris, North American International, Inc.

The conference will conclude with a banquet at which the Annual Mississippi Valley World Trade Conference Award will be presented and John E. Carroll, president, American Hoist & Derrick Co., St. Paul, Minn., will speak.

Many sponsors

Conference sponsors include the Board of Commissioners, Port of New Orleans; New Orleans Area Chamber of Commerce; Export Managers Club of New Orleans; Forwarding Agents and Foreign Freight Brokers Association of New Orleans; International House; International Trade Mart; New Orleans Board of Trade, Ltd.; New Orleans Clearing House Association; Propeller Club of New Orleans, and Traffic Club of New Orleans.

Arkansas mission spurs State's trade on 5-country tour

Government-sponsored group promotes products, services in Italy, Spain, Belgium, England, Germany

The first Government-sponsored trade mission from the State of Arkansas was scheduled to arrive in Belgium April 12 on the first leg of a five-country tour selling Arkansas products and services.

The mission was organized by the Arkansas Industrial Development Commission with the help of the Department's Bureau of International Commerce (BIC). The Industrial Development Commission is a State agency serving buyers, sellers and manufacturers.

The mission will visit Brussels, Belgium; Duesseldorf, Germany; Milan, Italy; Barcelona, Spain, and London, England.

Jay B. Greer of the Arkansas Industrial Development Commission heads the group. Other mission members are:

Don H. Flanders, president, Flanders Manufacturing Co., Ft. Smith; Jack M. Cline, president, Clarksville Machine Works, Inc., Clarksville; E. J. Taylor, Jr., president, Merchants and Planters Bank, Clarendon; Norman C. Byrd, president, York Manufacturing, Inc., West Memphis; Waldo Frazier, executive vice president, Arkansas Farm Bureau Federation; James A. Dildy, director, Industrial and Area Development, Arkansas Power and Light Co.; Dave Grundfest, president, Sterling Stores Co., Inc.

Fifth Swedish trade office in U.S. to open in Detroit

Sweden is establishing a trade commissioner's office in Detroit because of her strong economic interest in the area south of the Great Lakes, according to Jan Palm, senior secretary of the Department of Commerce in Stockholm.

He described the plan for the new office as "a direct result" of the Midwest Meets Modern Sweden program last fall, featuring U.S. visits by Prime Minister Tage Erlander, Commerce Minister Gunnar Lange and Swedish businessmen.

Swedish trade representatives currently are stationed in New York City, Washington, D.C., Chicago and Los Angeles.

Government joins aerospace groups in Paris Air Show

U.S. pavilion in 1967 exhibition to consist of two main sections

Several Government agencies are pooling their talents with those of the American Aerospace Industries Association and other groups for the next Paris Air Show, to be held May 26-June 4, 1967.

Members of the Paris Air Show Committee consist of the National Aeronautics and Space Administration, the Atomic Energy Commission, the Federal Aviation Agency, U.S. Information Agency, the Departments of Defense, State and Commerce and the Smithsonian Institution. The Commerce Department will serve as chairman.

The U.S. pavilion will consist of two sections, the first to be made up of 40 to 50 component manufacturers. In the second group will be the major aerospace companies grouped around the NASA-AEC-FAA exhibit. The Defense Department will have an outdoor exhibit next to the U.S. pavilion consisting of a static display of military aircraft, in addition to military hardware other than aircraft.

A total of 37 U.S. firms exhibited last year, and showed their latest products, including aircraft, helicopters and missiles. Several European countries, including Germany, Belgium, Italy and Czechoslovakia participated, as did Russia and Great Britain.

Poznan lecture program seeks U.S. representation

Increased American participation is sought in the Poznan Fair Technical Film-Lecture Program June 12-26. Automation will be the main theme.

Other general topics to be covered include light industry, mining, heavy industry, textiles, electro-energy and packaging.

Application forms, which have been forwarded to American firms planning to participate, should be submitted by April 30 to: Biure Informacji Technicznej, NOT, Poznan U1, Glogowska nr 14, Poland.

GETTING STARTED ON AIR SHOW at Paris in the summer of 1967, Paul E. Pauly (center), director of the Office of International Trade Promotion in Commerce Department's Bureau of International Commerce, met with two air show officials, Maurice Guilbot (left) and Jacques Maillet. U.S. participation in this major air show will be coordinated by OITP, encompassing Government and industry exhibits.

European firms need advanced equipment as oceanographic research increases

Frankfurt Trade Center show in September good opportunity for U.S. businessmen to open trade outlets in Western European markets

The Bureau of International Commerce has invited American manufacturers to show and sell oceanographic equipment at the Frankfurt Trade Center Sept. 7-14.

Bureau officials have called the show an unprecedented opportunity for U.S. businessmen to open outlets in Western Europe for this equipment. Cooperating with the exhibition sponsors is a Government-industry steering committee composed of representatives from the Departments of State and Navy, the Marine Technology Society, the U.S. Coast and Geodetic Survey, and the National Security Industrial Association.

Preliminary information generated by a market survey now being conducted for the exhibition in Western Europe pinpoints the following opportunities:

Petroleum-gas exploration and development; meteorology; tidal and river control; salvage operations; ocean mineral and food resources development, marine and civil underwater engineering, construction and harbor installation; marine biology and geophysical oceanic research; corrosion metallurgy; hydrography; fisheries research and fish farming; and desalination.

As in the United States, Western European firms and organizations, both private and government, are engaged in a variety of oceanographic activities—physics, chemistry, meteorology, graphics, geology, metallurgy, biology, medicine, naval architecture and civil engineering.

The market survey reveals that a growing number of firms are interested in diversifying their capabilities to take advantage of advanced ocean sciences and engineering to develop the vast resources of the ocean.

Write: Bureau of International Commerce (code 8193), Department of Commerce, Washington, D.C. 20230 (phone: code 202-WO 7-4713) or to any of the Department's 42 Field Offices.

First U.S. showing in Hanover near; 66 to participate

The United States will make its first official entry into the famed Hanover Trade Fair at the end of this month with an exhibition of heating, refrigeration and air-conditioning equipment.

Starting April 30, the show will be held through May 8. A U.S. Business Information Center will lend support to the joint effort of American aerospace firms participating in the Hanover Air Show held at the same time.

The Hanover Trade Fair has been recognized for years as one of the leading industry fairs in Germany and Europe. In recent years it has drawn about one million trade visitors from throughout the world.

Sixty-six U.S. manufacturers will be displaying and selling their heating, refrigeration and air-conditioning equipment while the BIC will service American aerospace industry representatives.

J. Herbert Hollomon, Assistant Secretary of Commerce for Science and Technology, will represent Secretary of Commerce John T. Connor at the trade fair. He will also be the official U.S. representative at a scientific and engineering symposium to be held in conjunction with the fair. His subject will be "International Cooperation in Technological Progress."

See INTERNATIONAL COMMERCE, Oct. 18, 1965, page 27, for an earlier report on the show.

43 companies enter hospital exhibition set in Stuttgart

One of the largest assemblies of new American medical and hospital equipment to be shown overseas will be featured at the U.S. exhibition at the International Hospital Exhibition in Stuttgart, Germany, May 11-14.

Forty-three U.S. firms are scheduled to take part. Representing a cross section of the American medical equipment industry, they will display diagnostic, therapeutic and surgical equipment and related products ranging from disposables, plastics and stainless steel hospital ware to ultrasonic cleaners, tissue isotope monitors, medical data retrieval systems, electrocardiographic systems, rapid X-ray processing equipment and new quartziodine lighting for hospital and examination room use.

A recent market survey showed that hospital and medical facilities within Germany constitute a prime market for many U.S. products. German investment in private and government hospitals combined amounted to $6.5 billion in 1964, about 15% of which (close to $1 billion) was invested in hospital equipment.

The International Hospital Exhibition will coincide with the 4th German Hospital Congress in Stuttgart. More than 34,000 professionals from Germany and other countries are expected to attend.

OFFICE MACHINES

An Austrian importer and manufacturer of surgical, laboratory and hospital equipment seeks a license to produce such equipment as data recording machines for automation of certain hospital functions.

Write: F. Reiner & Co., Lindengasse 62, A-1070, Vienna, Austria. WTD.

British traders hearing the sound of American music

Thirty-one U.S. manufacturers and suppliers are displaying high-quality hi-fi and stereo equipment at a show-and-sell exhibition in the London Trade Center.

Nineteen of the participants are new to the British market. Products on display range from magnetic phonograph cartridges to tweeters and woofers.

An industry-organized committee of U.S. manufacturers, combined export agents, publishers and trade association officials are cooperating with the Bureau of International Commerce on the show.

Soundproof booths are equipped with popular American products as amplifiers, tuners, turntables, receivers, speakers, tape recorders, transceivers, audio controls, antennae, tone arms, microphones and headsets.

DATE CHANGE

The industrial fasteners show, originally scheduled for May 25-June 1 at the Stockholm Trade Center, has been changed. It will be held May 20-27.

U.S. participation sought in Madras fair

American companies will have the opportunity of introducing their products at the Indian International Trade and Industries Fair (IITIF) to be held in Madras Jan. 22-Feb. 27, 1967.

"Prosperity through Partnership" is the theme of the fair, sponsored by the All India Manufacturers Organization (AIMO) with assistance from the Indian Government and the Government of Madras State. The fair will seek to highlight the display of developmental goods that India requires from abroad and industries where foreign private investment is needed to establish production facilities within the country. AIMO also plans to give Indian and foreign firms an opportunity to view locally-manufactured products which India hopes to promote on the export market.

Already an important market for American products, India promises even greater potential as the economy develops. U.S. sales there totaled $928 million in 1965 and included substantial amounts of food grains, machinery, transport equipment, nonferrous metals, and textile fibers. Significant sales gains occurred in copper, fertilizers, electric power machinery and switchgear, and railway and aircraft equipment. In addition, the Government offers special incentives to attract private investment in a wide range of industries, particularly those connected with food production.

The Indian Government has set up special procedures to allow foreign companies to import commodities for display at the fair and local resale if they meet import licensing requirements.

Write: Dr. I. P. Singh, First Secretary, Embassy of India, 2107 Massachusetts Ave., NW., Washington, D.C. 20008; or to the Executive Secretary, Indian International Trade and Industries Fair, 1967, 7/15, Haddows Rd., Nungambakkam, Madras 6, India.

IN FRANKFURT, Cavitron 600 Ultrasonic dental unit faces upper exhibit area. Below, A. G. Jacobs (left) of Madison Dental Co. hands out samples of the Kwik-Kold ice pack.

FRANKFURT CENTER VISITORS enjoy color photographs of teeth turned out in 60 seconds. Photos were taken by new Polaroid camera.

Double feature for the dentists

The situation: a tandem show of dental products scheduled for the Milan and Frankfurt Trade Centers.

The problem: how to transport the goods from Italy to Germany since the exhibits were to take place within a three-week period (previous U.S. tandem shows were farther apart), while many company representatives were traveling on a 21-day excursion flight.

The solution: participating firms sent duplicate shipments, except for those

GERMAN DENTAL STUDENTS surround Philip Wiseman of Denticator Co. with laughter and questions. The company's Milan exhibit is seen directly opposite.

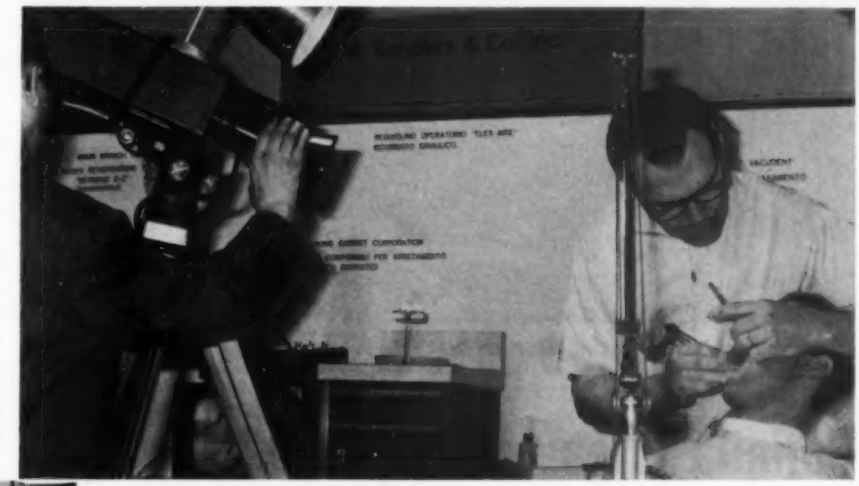
ITALIAN DENTISTS surge into Milan Center and hear Dr. Vikari, U.S. Army, explain his new technique of radiography during series of technical presentations.

whose display items were small enough to be hand-carried by plane.

The results: off-the-floor sales at the March 12-18 Milan show were $37,470, with projected 12-month sales set at $450,620. At the March 23-30 Frankfurt show, although off-the-floor sales were small, there was a 12-month projection of $178,000 in sales.

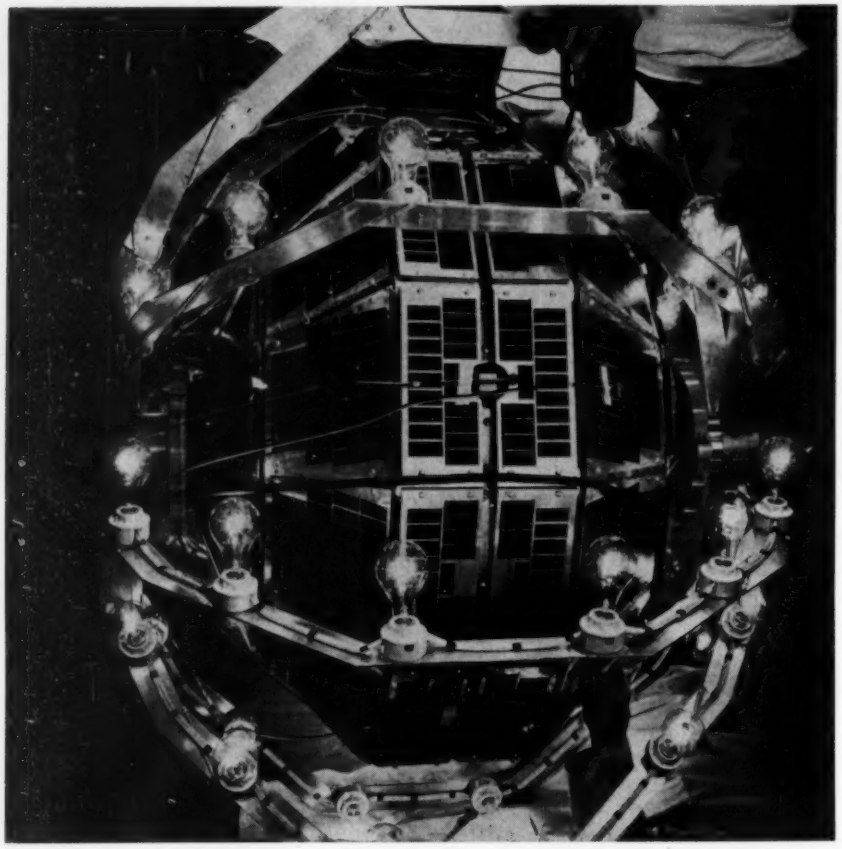
In Milan, a substantial number of participants were recruited locally and in many cases represented several American firms. Five exhibitors in Frankfurt showed products relatively new to the German market and indicated they had made promising distributorship contacts.

Photos on page 12 relate to the Frankfurt show, those on this page to the Milan exhibit.



AT MILAN, closed-circuit TV relays Dr. Simkins' crown and point technique, using R. M. Sanders Co. equipment, to dentists in auditorium. Below, Ivan Illic busily represents 17 U.S. firms.

ITALIAN DENTAL AUTHORITY places order for special plastic toothpicks with Philip Wiseman of Denticator Co. Professor Oscar Hoffer is dean of University of Milan dental school.



CANADA'S ECONOMY IS REACHING FOR THE STARS through products like this experimental satellite at a defense plant in Quebec Province. Growth is so rapid that the Government is putting on brakes.

Canada tries to keep the lid on, before boom gets out of hand

New budget proposes measures to cut GNP growth rate to 8½%; emphasis on delaying investments may affect machinery imports

The Canadian economy is expected to continue its advance, curbed moderately by high money rates, increased taxation, and postponement of investment outlays proposed in the Federal budget laid before Parliament on March 29.

The budget for the fiscal year which began April 1 enunciated a policy of "pacing the prosperity" or stretching out the boom by moderating the steeply rising trend of investment and consumer spending which has caused increased costs and shortages of some materials.

The proposed budget measures would hold the expansion in the gross national product during 1966 to an estimated 8½%, compared with the 9½% gain registered in 1965. The increase in the volume of output is expected to be around 5%, compared with 6½% last year.

The most important features of the budget affecting U.S. trade are the indications of government confidence in the continuation of the five-year old economic expansion, and the emphasis on measures to induce postponement of producers' expenditures on new plant and equipment. The official annual survey of planned capital expenditures in 1966, which was issued just prior to the budget announcement, showed a prospective increase of 14% in total capital spending for 1966, with planned machinery and equipment outlays 17% higher for the second year in succession. The budget proposals would reduce this increase moderately—by about a third—in the Government sector by cutting back construction appropriations for Federal works by 10%, and in the private sector by temporary tax changes designed to drain off investable funds and at the same time provide an incentive for postponing the acquisition of new capital assets.

Refundable profits tax

The tax changes include the inauguration of a refundable 5% impost on corporate cash profits, to be imposed over a period of 18 months beginning May 1, and to be paid back with 5% interest in 18 to 36 months after receipt. The repayment date will depend on the Government's assessment of economic conditions late in 1967.

The Income Tax Regulations were also revised, to reduce normal depreciation allowances for 3 years for most classes of capital assets, including buildings, mining and general machinery, electrical, communications and automotive equipment, airplanes, and similar items acquired between March 29, 1966 and October 1, 1967. Accelerated allowances which have been provided for stated periods will be allowed to expire instead of being extended.

However, manufacturing projects in designated (depressed) areas, on which construction has already started, will continue to qualify for the 3-year income tax exemption until April 1968, to reduce the pressure to complete them and increase competition for equipment, materials and skilled labor now in short supply.

As another incentive to postpone investment, the Minister of Finance announced that the 11% Federal sales tax on machinery will be reduced to 5% on April 1, 1967, and eliminated altogether on April 1, 1968. Machinery from the U.S. has been the largest category of the very large rise in Canada's merchandise imports in the past two years and this incentive to postpone purchases is aimed at curtailing Canada's balance of payments deficit as well as damping domestic inflation.

The Minister referred to the current expenditure for machinery and equipment as high, if not excessive, but said his measures were carefully designed to avoid tax increases that would be built permanently into production costs and impair Canada's future competitive position.

The budget also included a tax rise for individuals, since most of last year's 10% income tax reduction was rescinded on June 1. Only $20 of this reduction, which had an upper limit of $600 was retained, so that only the lowest categories of income can benefit. This change is intended to bring about a moderate reduction in the rate of increase in consumer expenditure. It would provide revenue of approximately $140 million in the partial tax year 1966-67, and $210 million in a full fiscal year.

While it is too early to judge the effects of these measures on the economy, the available reports on first quarter activity confirm the budget's presumption that there has been no sign of slackening in the expansionary trend. Seasonally adjusted unemployment at mid-February remained at 3.5% of the labor force, with the construction and service industries very active and manufacturing plants stepping up employment. New orders received by manufacturers during January were 12% higher than January 1965, and shipments were 15% higher.

Auto plants expand

The automotive industry is undergoing extremely large plant expansion resulting from the free trade agreement with the United States, and produced 250,000 cars and trucks during the quarter, 20% greater than in the first quarter of 1965. Steel production, also undergoing important expansion, was up almost 9% in February and 6% in mid-March in the year-to-year comparison.

The resource industries are likewise characterized by increasing output as well as large development. In mines, iron ore pelletizing and potash are in the forefront of outlays but the non-ferrous metals in general are also involved. The recent increase in newsprint prices and in the work schedules of the mills, reflects anticipation of a tighter supply situation this year before the new production now building in both Eastern and Western Canada becomes available. Sawn lumber prices are said to have moved to a new high in British Columbia.

A prolonged strike of truckers in Ontario has caused some rerouting of traffic and delays in delivery of merchandise to that Province.

A continued high level of Canadian exports, the basic criterion of the country's prosperity, seems assured by the wheat contracts with the USSR and Communist China, the development of the automotive business, and the activity of the U.S. economy.

January and February exports, while down seasonally from the extraordinary records of last Autumn because of closed Lakes and Seaway navigation, were 26% above the early months of 1965. Statistical returns for 1966 imports are not yet available, but it seems likely the even larger rise in these is tending to hold down the merchandise surplus in the balance of payments.

Guidelines discussed

There has been much discussion of the effect of the U.S. investment guidelines on the Canadian economy, due to the importance of capital inflow and the prominence of U.S. subsidiaries in Canadian production and foreign trade.

Speaking in the House of Commons, the Minister of Trade and Commerce, quoted from the communique of the recent meeting of the Joint U.S.-Canadian Committee on Trade and Economic Affairs, at which Canadian Ministers expressed their concern over the investment guidelines. The communique said that "The United States members made clear that the U.S. Government was not requesting U.S. corporations to induce their Canadian subsidiaries to act in any way that differed from their normal business practices as regards the repatriation of earnings, purchasing and sales policies, or their other financial and commercial activities. United States members re-emphasized the view that United States subsidiaries abroad should behave as good citizens of the country where they are located."

The Minister also read the text of a letter he had written to the heads of subsidiaries of foreign companies in Canada, setting forth some guiding principles of good corporate behavior and indicating his intention to ask the larger companies to provide periodically, on a confidential basis, information on certain aspects of their operations and financing.

Furthermore, the Finance Minister has asked Canadian investors not to buy securities denominated in U.S. or Canadian dollars which are issued by U.S. companies and their non-Canadian overseas subsidiaries. He said such investment puts abnormal pressure on the Canadian market and could force Canadian borrowers to rely more heavily on the U.S. capital market.

Citing the need to fight inflation, in mid-March the Bank of Canada raised its discount rate to 5¼%, from the 4¾% which had been in effect since December 1964. Although the prime rate of the commercial banks had been at their statutory ceilng of 6% since the end of 1965, the central bank's action was interpreted as an indication of demand in other sectors of the money market. The yield on 90-day Treasury bills rose above 5% at the beginning of April.

Some observers cite the possibility of money market pressures abating as the new pension funds, the equivalent of U.S. social security, begin to put the Provinces in funds. Contributions to these plans by employers and employees began on January 1, but full scale benefits will not be paid out for some years. Receipts into these funds in the current fiscal year will be in excess of $500 million. In addition, the Provinces will receive an increased share of Federal tax revenue.

To reduce the cost of borrowing abroad, the budget ended the 15% income tax withholding on interest paid non-resident holders of bonds and debentures of the Federal, Provinicial and municipal governments, issued after April 15. The tax remains in effect on existing issues.

MATERIALS HANDLING GOODS

A British manufacturer of steel wire ropes, steel wire rope slings and assemblies is interested in a licensing arrangement with a U.S. company to manufacture materials handling equipment. According to the company, its present products are supplied to practically all industries dealing in materials handling equipment, such as mines, quarries, steelworks and general engineering concerns.

Write: Excelsior Ropes, Ltd., Excelsior Works, Western Ave., Cardiff, Wales.

STEAM TURBINES

A well established French firm, specializing in shipbuilding, seeks a licensing arrangement with a U.S. company to manufacture steam turbines.

Employing about 3500 persons, the French company operates fabricating and machine shops and launching facilities.

Write: Les Ateliers et Chantiers de Nantes, 29, rue du Faubourg Saint-Honore, Paris, 8e, France. WTD.

U.S. simplifies reporting regulation on foreign trade boycott requests

Firms can now combine all requests from the same foreign source in a single quarterly report; nature of required data unchanged

The Department of Commerce has streamlined the reporting procedures for U.S. exporters to disclose attempts to win their cooperation in trade boycotts imposed against nations which are friendly to the United States.

Instead of reporting such requests individually within 15 days, exporters may now file quarterly reports covering all requests from a single firm or person during a calendar quarter. The new ruling applies only to the frequency of submission, as exporters must still furnish exactly the same information as previously required.

The revision is designed to ease the reporting burden for companies which have regular and frequent transactions with the same customers (branches, affiliates, distributors or agents) in countries which practice trade boycotts against other nations.

The Export Control Act states explicitly that the United States opposes such practices and urges U.S. exporters to refuse to cooperate in requests for information or action related to restrictive trade practices.

In announcing the institution of the reporting requirement last September, Secretary of Commerce John T. Connor said "All U.S. exporters of articles, materials, supplies or information are encouraged and requested to refuse to take, but are not legally prohibited from taking, any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts."

Most of the reports concerned restrictions against shipping goods on vessels of the boycotted nation's registry or through a boycotted nation's ports.

The official announcement of the new policy, which went into effect April 1, was contained in Current Export Bulletin 932, which is available for 25 cents per copy from Room 6043, U.S. Dept. of Commerce, Washington, D.C. 20230, or any Commerce Field Office.

Scandinavia's teens

Cinema advertising is a highly developed medium in Scandinavia, ideal for covering the youth market of the entire area.

To give an example: a film screened every second week reputedly will bring a sales message on an average 12.9 times annually to 92% of the urban population between the ages of 15 and 24.

The free booklet "Screen Advertising in Scandinavia" will provide firms with further factual information about the power of this medium.

Write: Scandinavian Screen Contractors, Gutenberghus, Reklame Film, Landemarket 29, Copenhagen K, Denmark.

Duties on 3 imports from U.K. cut by U.S.

Move designed to compensate for increases in other duties

The U.S. has agreed to reduce the duty rates on three categories of imports entering this country from the U.K., to compensate for duty rate increases on other British-origin commodities.

In addition, a reduction of the duty on aircraft parts which had already been extended to Canada through a similar agreement that took effect January 1, will also be extended to the U.K.

The affected goods, with Tariff Schedules of the U.S. (TSUS) classification number, are: Bamboo, rattan, willow or chip articles not specially provided for (TSUS No. 222.60), whose duty rate will be reduced from 25% to 20%; porcelain and sub-porcelain articles (TSUS 531.37), which will drop from 45% to 22.5%; and ivory articles not specially provided for (TSUS 792.60), from 12% to 8%.

All the duty reductions will be put into effect in five annual stages.

The entry into force of the TSUS in 1963, recently amended by the Tariff Schedules Technical Amendments Act of 1965, resulted in numerous incidental rate changes. On the whole reductions offset increases, but for the United Kingdom (and Hong Kong, for which the United Kingdom has accepted the GATT) there were greater rate increases than decreases and compensatory U.S. reductions were called for.

Tariff Commission studies quota boost for cheddar cheese

The U.S. Tariff Commission has begun an investigation to determine whether the current annual import quota of 2,780,100 pounds of cheddar cheese and its substitutes can be increased without materially interfering with the U.S. price-support programs for milk and butterfat.

A public hearing on the subject will begin at 10 a.m. on April 28 in the Tariff Commission Building in Washington.

The Commission is studying proposals to:

(1) Increase the quota for the current quota year ending June 30, 1966 by 926,700 pounds;

(2) Enlarge the quota to 4,005,100 pounds for an indefinite period, of which at least 1,225,000 pounds must be natural cheddar cheese made from unpasteurized milk aged at least nine months;

(3) Increase the quota for the quota year beginning July 1 to 9,565,300 pounds, of which at least 1,225,000 million pounds would once again have to be natural cheddar cheese made from unpasteurized milk aged at least nine months.

The President increased the quota for the current year by 926,700 pounds on March 31, pending the results of the Tariff Commission's investigation.

Interested parties desiring to be heard at the hearing should **write:** Donn N. Bent, Secretary of the U.S. Tariff Commission, Tariff Commission Building, Eighth and E Streets, NW., Washington, D.C. 20436.

German corporation law revised to guard shareholders' interests

Major stockholders must publicly announce extent of holdings; accounting practices to be patterned after U.S. procedures

A revised German law on stock corporations became effective on January 1. In a broad sense the changes in the law are designed to provide more realistic information to stockholders and the public on the financial position of corporations, provide greater protection to minority stockholders in a corporation controlled by a majority owner, and encourage broader ownership of stock corporations.

The law applies to all firms in the Federal Republic of Germany and West Berlin incorporated as a stock corporation (Aktiengesellschaft, abbreviated A.G.) but applies only to a slight extent to the other corporate form permissible under German law—the limited-liability company (G.m.b.H.).

The law which was published in German in the *Bundesgesetzblatt*, on September 1, pp. 1089-1200, requires that:

Major stockholders must publicly announce their holdings. A person or enterprise owning more than 25% of the outstanding shares of a stock corporation must inform the corporation of his ownership. This fact must then be published in the Federal Gazette (*Bundesanzeiger*) as well as in newspapers in which the corporation normally issues statements. A corporation (AG) which owns more than 25% of the capital stock of another corporation (either an A.G. or a G.m.b.H.) must also announce its holdings in the same manner. However, foreign corporations are not obligated to announce their ownership of a German limited-liability company (G.m.b.H.).

Management and stockholders share in deciding how to distribute the profits of a stock corporation. The board of directors and the board of managers authorize the financial statement and decide on the distribution of the first 50% of the profits. Stockholders, however, may allocate the remaining 50% of the profits unless the corporate by-laws provide otherwise.

Accounting practices of a stock corporation will be brought closer to those followed in the United States. German law has allowed undervaluation and accelerated depreciation of assets, and the accumulation of hidden reserves. Accounting procedures will be more tightly regulated to ensure that the financial statement reflects more clearly the real profits and financial position of the corporation. These provisions of the law will not take effect until January 1, 1967.

Greater protection is given to minority share holders of a stock corporation controlled by a majority owner. In case a majority owner should use his controlling position for his own gain and to the disadvantage of the corporation and the other stockholders, adjustments can be required to compensate the minority stockholders.

Affiliated corporations are covered in two ways. If the affiliate is controlled by contract or any type of profit-pooling agreement, the stockholders must approve the agreement by a three-fourths majority vote. If the affiliate is controlled by majority ownership, the management must certify annually that transactions with the affiliate were not to the disadvantage of the parent corporation.

At the end of 1965 there were 2,527 stock corporations in the Federal Republic and West Berlin. Capital ownership was 47% in private banks, 24% with other corporations, 14.6% by foreign investors, and 14.4% by the government.

Proposed Irish budget calls for higher taxes

Ireland's proposed budget for the fiscal year 1966-67 calls for expenditures of $733.6 million, and would increase certain taxes to provide additional revenues of $35 million in the coming year.

The proposed tax increases (anticipated additional yields in parentheses) are as follows: beer—2 1/3 cents a pint ($6.3 million); spirits—2 2/3 cents per glass ($3.1 million); tobacco—2 1/3 cents on a package of 20 cigarettes ($3.1 million); road tax on private motor vehicles—25% ($3.6 million); gasoline and diesel oil—2 2/3 cents per imperial gallon ($5.6 million); dances—2% turnover tax raised to 10% ($320,000); income tax—9 1/3 cents increase on the standard rate ($12.7 million).

Concessions include an additional 70 cents per week from November 1 in noncontributory old age, blind and widows' pensions, and in the personal and adult dependent rates of unemployment benefits; an extra allowance of $84 per annum for income tax purposes for every child over 11 years of age.

The Minister for Finance also announced that the period of the special import levies is to be extended from March 31 to June 30, and mentioned the possibility of a further extension.

S. Rhodesian tobacco, sugar exports banned by U.K.

The ban on exportation of certain products from Southern Rhodesia, ordered by the British Government in January, has been extended to cover tobacco and sugar as well as chromite.

Under terms of the British order, the prohibition covers both the exportation of these commodities from Southern Rhodesia and the sale of them in Southern Rhodesia for future export.

Purchasers of chromite, tobacco, or sugar in contravention of the ban will acquire no legal right to the commodities. Participation in such transactions is a criminal offense both under the law of Southern Rhodesia and the United Kingdom.

These bans are intended to reinforce bans already imposed by the United Kingdom and other countries on such imports from Southern Rhodesia. In the case of tobacco particularly, the British Government has made it illegal for speculators or others to buy now, hold stocks in Southern Rhodesia or elsewhere, and sell later at a profit when the present government is removed.

Tobacco auctions are currently underway in Southern Rhodesia but the effect of the ban on sales is not yet known. Following the restoration of its authority in Southern Rhodesia, the British Government plans to reauction any stocks of tobacco which have been sold in a manner inconsistent with the export control orders.

Dominican Republic lists U.S. imports not eligible for AID financing

Exporters of authorized product lines can order Small Business booklet giving details on documentation, U.S.-flag shipping rule

All items imported from the U.S. to the Dominican Republic after Jan. 16, 1966, except those listed below, will be eligible for financing with foreign exchange received through Agency for International Development programs.

The excepted items, to which reference was made in INTERNATIONAL COMMERCE, Feb. 14, 1966, follow:

Malt for brewing, dietetic foods for the control of obesity, confectioneries, fresh or dried hops, drug flavorings not covered by USP or NF specifications, alcoholic and non-alcoholic beverages, foreign-leaf tobacco, new and used clothing, hop derivatives, perfume materials, aminopyrine, whole blood plasma, contraceptives, penicillin and dihydrostreptomycin in combination for parenteral use in humans, queen bee jelly, androgenic hormones affecting male libido, e.g. testosterone and its compounds, amphetamine products and their compounds, military cases, cosmetics, detergents, and toilet articles (except soap, talcum powder, baby oils and dental preparations),

Hides and skins of non-domesticated animals and leather and leather products derived therefrom, fabrics and cloth costing more than $4.00 per yard FAS, industrial diamonds, diamonds and other stones (precious, semiprecious, synthetic and imitation), precious metals and products, radio receivers costing more than $20 FAS each, television receivers costing more than $150 FAS each, passenger automobiles and chassis (including station wagons) in excess of $2,400 FAS each, military vehicles, complete aircraft, military vessels and equipment, vessels over 2,000 gross tons, artifical fruits and flowers, jewelry and jeweled articles, toys and games,

Works of art, antiques and collector's items, musical instruments, furs and manufactures, white sidewall tires, miscellaneous military-type fabricated equipment, small arms and ammuntion and parts therefor, coconut oil, castor oil, palm and oitaca oils, tung oil, sugar, fish, coffee, tea, spices, wool, vegetable fibers (except cotton), raw silk, nitrogenous fertilizers other than ammonium sulfate, vegetable dyeing and tanning extracts, manganese dioxide (except electrolytic "synthetic"), mercury, jute yarns, jute textile fabrics, jute manufactures, petroleum asphalt, crude oil, cement, asbestos fibers (except grades of chrysolite asbestos produced in the U.S.), nonferrous ores and concentrates, iron ore and concentrates, ferromanganese, silver, refined lead, nickel (except as ferronickel, nickel cathodes and sinter), tin (except pig tin, grades, A, B, C, E, or G), refined zinc, crude rubber and allied gums (except RSS grades 1, 2, and 3), pets, pet foods and supplies, rugs and carpets, and household furniture.

Once the eligibility of his product line has been ascertained, it is suggested that the exporter consult the AID *Small Business Memo*, No. 66-6 of Feb. 1, 1966. This Memo, issued by the Office of Small Business, Agency for International Development, Department of State, Washington, D.C. 20523, contains relevant information on documentation, certification and U.S.-flag shipping requirements.

Spain grants tax exemptions to some foreign airlines

Spain's Ministry of Finance has published a decree exempting the Spanish operations of U.S., Belgian, Canadian, Mexican, and Uruguayan airlines from Spanish taxation, on the basis of similar treatment accorded to Iberia, the Spanish national airline.

The decree provides exemption from payment of the corporation tax, the capital gains tax, and the tax on the salaries of the companies' non-Spanish boards of directors. Salaries paid to Spanish citizens or residents will not be exempt. Basis for the decree is the Spanish Tax Reform Law of June 11, 1964.

Iran makes several changes in commercial profits tax

Iranian foreign trade regulations effective for the year March 21, 1966-March 20, 1967 present few major changes from last year.

The Government's policies of protection and development of Iranian industry continue, as do restrictions on luxury and non-essential commodities.

Although no changes in customs duty rates have been reported, there are a number of shifts in the commercial profits tax rates. Assessment of this tax has been changed from weight to an ad valorem basis for a number of commodities, including certain woolen fabrics, wearing apparel, grindstones, crockery, glass and glassware safety razors and razor blades.

Changes in Commercial Profits tax rates on some items of interest to U.S. exporters follow, with previous rates in parentheses:

Cotton-seed oil, 5 rials per kilogram (none); sesame oil, 5 rials per kilogram (10 rials); olive oil, 10 rials per kilogram (5 rials); ethyl alcohol, 145 rials per kilogram (100 rials); motion picture films, 10% ad valorem (6%); wool, wool thread and yarn, 6% ad valorem (7 to 50 rials per kilogram); women's undergarments, 450 to 700 rials per kilogram (75 to 125% ad valorem); air compressors, 5% ad valorem (25%); and motorcycle parts, 5% ad valorem (15%). One Iranian rial equals U.S. $0.013.

In addition to the changes in the Commercial Profits tax, the new policy also requires the prior approval of the Ministries of Economy and Agriculture for tractor imports.

Italy's non-agricultural foreign trade shows surplus

Italian foreign trade statistics for the first nine months of 1965 show that exports of non-agricultural products are higher than imports for the first time in several years.

The nine month credit balance in such trade of $581 million compared with deficits of $1.2 billion in 1963 and $592 million in 1964. At the same time, the Italian deficit in agricultural trade has increased with the nine months 1965 deficit of $656 million over the 1963 and 1964 deficits of $598 and $565 million respectively. This deficit has increased despite heightened exports of Italian agricultural products in 1965.

The total deficit in Italian foreign trade for the entire year 1965 could well fall below $160 million. The lowest trade deficit thus far in the 1960's has been the $1.4 billion deficit of 1961. The repeated deficit in material trade experienced by Italy is usually more than covered in the Italian balance of payments by other receipts, especially those of tourism and emigrant receipts.

RCA sets up telegraph, telex Washington-Tangier circuit

With U.S.-Morocco two-way flow of business, diplomatic, and press messages increasing steadily, a new direct telegraph and telex circuit linking the two nations has been inaugurated by RCA Communications, Inc., a Radio Corporation of America subsidiary, under contract with the Moroccan Government.

The new 3,000-mile, 24-hour-a-day circuit was opened with an exchange of messages between Morocco's Ambassador in Washington and the Minister of Posts, Telegraph and Telephones in Tangier.

Investment advisory offices located in U.S. by developing nations

List shows 45 with special services in various major cities; others have investment advisers at embassies and consular offices

A number of the world's developing countries are ready at U.S.-based advisory offices to assist American firms contemplating joint ventures, licensing arrangements or other forms of direct investment in their areas.

Of the 80 countries defined as less-developed, 45 are listed in the Commerce Department's compilation of countries with such offices. Service is offered at special investment establishments, embassies and consulates, and by some U.S. offices of foreign chambers of commerce and banks.

Others, too

Governments of some other less-developed countries not represented on this list maintain consular offices in various U.S. cities, listings of which can be found in local telephone directories.

Copies of the new list are available at all Commerce Department Field Offices or can be obtained by writing Bureau of International Commerce, Office of International Investment, 8620, Department of Commerce, Washington, D.C. 20230.

The following list supplies information arranged by country, office, address and telephone number:

AFGHANISTAN—Afghanistan Consulate General, 122 W. 30th St., New York, N.Y. PE 6-8150.

ALGERIA—Commercial Attache, Embassy of Algeria, 2200 R Street, NW., Washington, D.C. 20008. 234-7246.

ARGENTINA—Argentine-American Chamber of Commerce, 11 Broadway, New York, N.Y. 10004. WH 3-8753.

BARBADOS—Barbados Development Board, 355 Lexington Ave., New York, N.Y. 986-3873.

BOLIVIA—Commercial Attache, Embassy of Bolivia, 3636 16th St., NW., Washington, D.C. 20010. 667-5712.

BRAZIL—Brazilian Government Trade Bureau, 551 Fifth Ave., New York, N.Y. 10017. MU 2-1055.

CAMEROON—Economic and Commercial Delegation, Cameroon Consulate General, 777 Third Ave., New York, N.Y. 10017. 421-5440.

CEYLON—Commercial Secretary, Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008. HU 3-4025.

CHILE—Chilean Development Corp. (CORFO), 80 Pine Street, New York, N.Y. 10005. DI 4-9800.

COLOMBIA—Colombian-American Chamber of Commerce, 160 Broadway, New York, N.Y. BA 7-5447.
Colombia Information Service, Colombian Center, 140 East 57th St., New York, N.Y. 10022. 421-8270.

COSTA RICA—Office of Economic Development, Embassy of Costa Rica, 2112 S St., NW., Washington, D.C. 20008. 234-2945.

ECUADOR—Ecuadorean-American Association, Inc., 141 East 44th St., New York, N.Y. 661-0274.

EL SALVADOR—Salvadorean Institute of Industrial Development, 630 Fifth Ave., New York, N.Y. 10020. CI 7-4085.

ETHIOPIA—Embassy of Ethiopia, 2134 Kalorama Road, NW., Washington, D.C. 20008. AD 4-2281.

FINLAND—Commercial/Economic Section, Embassy of Finland, 1900 24th Street, NW., Washington, D.C. 20008. HO 2-0556.

GHANA—Ghanaian Information Service, Office of Commercial Attache, 565 Fifth Avenue, New York, N.Y. 10017. YU 6-0500.

GREECE—Industrial Development Corporation of Greece (IDC), 1290 Avenue of Americas, New York, N.Y. 10020. PL 7-3523.

GUATEMALA—Commercial Counselor, Embassy of Guatemala, 2220 R Street, N.W., Washington, D.C. 20008. DE 2-2865.

HONDURAS—Commercial Counselor, Embassy of Honduras, 4715 16th Street, N.W., Washington, D.C. 20011. RA 3-9318.

ICELAND—Embassy of Iceland, 1906 23rd Street, N.W., Washington, D.C. 20008. CO 5-6653.

INDIA—Indian Investment Centre, 708 Third Avenue, New York, N.Y. 10017. TN 7-3390.

ISRAEL—Israel Investment Authority, 850 Third Avenue, New York, N.Y. 10022. PL 2-5600.
Israel Investment Authority, 659 South Highland Avenue, Los Angeles 36, California. WE 8-3691.
Israel Investment Authority, 936 N. Michigan Avenue, Chicago, Illinois 60611. 943-4354.

IVORY COAST—Embassy of the Republic of Ivory Coast, 2424 Massachusetts Avenue, N.W., Washington, D.C. 20008. 483-2400.

JAMAICA—Jamaica Industrial Development Corp., 1 Rockefeller Center, New York, N.Y. 10017. OX 7-1188.

KOREA—Korean Trade Promotion Corporation (KOTRA), 10 West 56th Street, New York, N.Y. 10019 JU 2-6432.
Korean Trade Promotion Corporation (KOTRA), 775 Wilshire Boulevard, Los Angeles, California 90017. 626-6663.

LIBERIA—Embassy of Liberia, 5201 16th Street, N.W., Washington, D.C. 20011. RA 3-0437.

MALAYSIA—Commercial Attache, Embassy of Malaysia, 2401 Massachusetts Avenue, N.W., Washington, D.C. 20008. AD 4-7600.

MEXICO—Mexican Chamber of Commerce of the United States, Inc., 60 Wall Street, New York, N.Y. HA 2-9128.
Banco Nacional De Mexico, 45 Wall Street, New York, N.Y. WH 3-7720.

MOROCCO—Commercial Attache, Embassy of Morocco, 1601 21st Street, N.W., Washington, D.C. 20009. HO 2-7979.

NEPAL—Nepal Consulate General, 300 East 46th Street, New York, N.Y. YU 6-1989.

NETHERLANDS ANTILLES—Curacao Information Center, 604 Fifth Avenue, New York, N.Y. 10020. 265-0230.

NICARAGUA—Nicaraguan Development Institute, INFONAC, 270 Park Avenue, New York, N.Y. 10017. MO 1-0088.

NIGERIA—Nigerian Commercial Officer, Consulate General of Nigeria, 575 Lexington Avenue, New York, N.Y. 10022. PL 2-1670.
The Office of Commissioner General for Economic Affairs, c/o Embassy of Nigeria, 1333 16th Street, N.W., Washington, D.C. AD 4-4800.

PAKISTAN—Pakistan Consulate General, 12 East 65th Street, New York, N.Y. TR 9-5800.
Pakistani-American Chamber of Commerce Inc., 160 Broadway, New York, N.Y. BA 7-5447.

PANAMA—Commercial Counselor, Embassy of Panama, 2601 29th Street, N.W., Washington, D.C. 20008. 387-7400.

PERU—Peruvian-American Association, Inc., 11 Broadway, New York, N.Y. 10004. WH 3-8753.

PHILIPPINES—Philippine Association, Inc., 500 Madison Avenue, New York, N.Y. 10022. MU 8-2755.
Philippine-American Chamber of Commerce, 50 Broad Street, New York, N.Y. 10004. HA 2-4577.

SIERRA LEONE—Development Attache, Embassy of Sierra Leone, 1701 19th Street, N.W., Washington, D.C. 20009. 667-8300.

SINGAPORE—Permanent Mission of Singapore to the United Nations, 11th Floor, 711 Third Avenue, New York, N.Y. MU 7-6155.

TAIWAN—Chinese Investment and Trade Office, 515 Madison Ave., New York, N.Y. 10022. PL. 2-2340.
Chinese Embassy, 2311 Massachusetts Ave. NW., Washington, D.C. 20008. NO 7-3828.

THAILAND—Thai Commercial Counselor, 20 East 82nd Street, New York, N.Y. 10028. UN 1-2918.

TRINIDAD—Trinidad and Tobago Industrial Development Corp., 400 Madison Avenue, New York, N.Y. PL 5-9360.

TUNISIA—Tunisian Trade and Tourist Office, 65 East 56th Street, New York, N.Y. 10022. PL 2-6940.

TURKEY—Turkish Embassy, Office of the Commercial Counselor, 2523 Massachusetts Ave., N.W., Washington, D.C. 20008. HU 3-6366.

VENEZUELA—The Venezuelan Chamber of Commerce of the United States, 233 Broadway, New York, N.Y. BA 7-6754.
Venezuelan Commercial Counselor's Office, 2437 California Street, N.W., Washington, D.C. 265-9600

Europeans offer U.S. firms licenses to make fork-lifts, burglar-proof doors, parkas, light poles, folding containers

English, Austrian, French and Belgian manufacturers are offering licenses for U.S. production of their products, including a line of sideloading fork lift trucks; Austrian-style parkas; an invisible maximum security bolting system and doors for apartments and hotels; folding metal containers; and street light poles made of polyester and glass.

Additional information and the names and addresses of the manufacturers are available from the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230. Please refer to the appropriate File number.

The English manufacturer is seeking U.S. licensees to produce its sideloader fork lift trucks. A cross-licensing arrangement would be welcome. The range of the company's production includes gasoline-engine driven sideloaders of three to ten tons capacity, plus a two ton L.P. or diesel powered unit. There are also four directional steering sideloaders, electrically powered, with capacities of two and three tons. The firm also has designed and manufactured a special glass transporting sideloader which can carry a pack of glass 210" x 140", containing 25 sheets and weighing 7.4 tons. This machine can also be utilized for carrying sheet metal. Brochures describing each type of sideloader are available. **File 1384.**

The license arrangement for the U.S. production of parkas is being offered by the firm considered to be the leading Austrian manufacturer of parkas. For the past three years this manufacturer has been the only authorized outfitter of the Austrian National Ski Team and Federal ski schools. It exports a substantial portion of its production. The owners of the firm recently visited the U.S. to study the market for their parkas. They believe there is a good market for top-quality, high-grade parkas selling for $30-$60 retail. It is further reported that a U.S. licensee could supply the market in this price range at a profit. The license offered includes the usual technical know-how, furnishing of English-language advertising material as well as annual fashion samples in sufficient quantity for all the licensee's salesmen. A brochure in color is available illustrating the firm's line of parkas. **File 1385.**

A French firm desires to sell its U.S. patent for an invisible, maximum security, door and bolting system for hotels, apartments and office buildings. Capable of mass production, the door is reported to be unbreakable, sound-proof, fire proof, and has a safety lock. The system consists of a door of rolled steel sheet, with a decorative panel to be attached to the door when construction is finished. The invisible safety lock consists of a giant bolt in the door frame operated from inside or out by a safety key which penetrates a groove running the entire height of the door. There is no bolt or fitting on the outside of the door, affording what is claimed to be total safety against burglary. Insulation against temperature and sound is provided by a layer of glass wool within the door. The metallic door is designed to resist fire and form a solid unified barrier to flames. **File 1386.**

An English manufacturer of commercial fishing gear seeks a licensing arrangement with an American company for the manufacture in the U.S. of its folding metal container for transporting fresh fish from the ship's deck to shore. The collapsible container may also have many other applications where a sturdy folding container would be useful. The boxes are rectangular in shape, with or without a lid, and are made of metal wire frame coated in zinc, with surfaces of sheet metal or wire mesh, either closed or open, or with expandable polyethene linings. **File 1387.**

A Belgian firm is offering a license for the U.S. production of its street lighting poles made of polyester and glass. These poles are reportedly enjoying a good market in Europe. The advantages claimed are: absolutely rust-proof; material may be permanently colored, very strong but light in weight for easy handling; no maintenance costs, attractive appearance; and capable of supporting a span of more than 13 feet. **File 1388.**

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-8620, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Rm. 6059B, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-8630, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

Honduran firm seeks license to make U.S. drugs for CACM

A Honduran manufacturer of pharmaceuticals and toiletries seeks a license from a U.S. drug company to produce ethical and proprietary pharmaceuticals for distribution throughout the Central American Common Market. The San Pedro Sula Company currently makes a wide range of drug products, including patent medicines, face powders, veterinary supplies and penicillin tablets.

The company states it will require technical assistance for a year and is willing to invest in additional machinery, if this proves necessary to expand the product line. The firm also states that it is willing to discuss any reasonable royalty arrangement with a U.S. licensor.

Reportedly, the firm has received a concession from the government permitting it to import machinery and other supplies duty free for five years and exempting the company from income taxes for the same period.

Interested U.S. companies should **write:** Drogueria Nacional, S.A., Apartado Postal No. 11, San Pedro Sula, Honduras. WTD.

Venezuela to select desired investments, regulate operations

New program stresses mass output, tariff protection, price control

The Venezuelan Minister of Development recently outlined his Government's current industrial protection policy of selecting new industrial investment and regulating its subsequent operations.

He said the Ministry of Development is engaged in developing a new Economic Integration Policy designed to balance such growth factors as agro-industrial development, regional development, administrative and technical services, external trade, and the nation's projected entry into the Latin American Free Trade Area (LAFTA).

Venezuela's industrialization is viewed as having reached a stage which requires adjustments in policy concepts and the use of positive controls.

The Economic Integration policy will include:

Continuation of standards programs, with stimulation and protection aimed at mass production;

Tariff protection to obtain quality improvements in national products;

Intensified worker training programs;

Using the projects registration system of the Bureau of Industries as an instrument of project selection;

An export policy designed, through total exoneration and easy licensing, to encourage the production of raw materials for the external market;

Intensifying the Ministry's policy of signing price agreements with protected industries, and requiring Ministerial approval for any price changes;

Encouraging industries designed to compete in the LAFTA market.

Logging opportunity offered in Australia

A permit is offered to remove approximately 360 million board feet of timber from an 87,000-acre tract 20 miles south of Talasea on the north coast of the island of New Britain in Australia's Territory of Papua and New Guinea.

Bid deadline for tenders is 1:30 p.m. local time, Konedobu, Territory of Papua and New Guinea, July 12. Tenders are to be submitted to: The Chairman, Supply and Tender Board, P.O. Box 2045, Konedobu, Territory of Papua and New Guinea, Australia.

Copies of the required specifications for the tender along with some additional information can be obtained by **writing:** Bureau of International Commerce, Office of International Investment, 8620, Department of Commerce, Washington, D.C. 20230.

U.S. engineer seeks partner in Honduran ilmenite mine

A U.S. mining and metallurgical engineer who has resided in Honduras for several years seeks a joint venture or similar arrangement with an experienced U.S. mining firm to establish a facility for developing an ilmenite ore deposit located within a 38 square mile area on the north coast of Honduras. The engineer claims to own the mineral rights to this beach property under Honduran law and states assays of surface samples indicate the grade of ore to be on a par with deposits currently mined in Florida.

He states that a year of study and investigation, including sampling and determining the extent of existing ore reserves, would be required at an estimated cost of $100,000. The total cost of establishing a plant for mining and concentrating the ore for export is estimated at $1 million.

The U.S. company would be asked to finance the entire project, including preliminary studies and construction of necessary operating facilities.

According to reports, the engineer has several years of mining experience in Latin America and is currently managing a mine in Honduras.

Interested U.S. companies should **write:** L. W. Cope, Apartado Postal No. 63-C, Tegucigalpa, Honduras. WTD.

MOTOR VEHICLE PARTS

A South African manufacturer and distributor of automotive accessories and components for house trailers seeks to expand its product line through a joint venture or licensing arrangement with a U.S. company.

The Johannesburg firm, which produces exhaust pipe extensions, interior and exterior mirrors and reflective warning signs, claims to have extensive contacts with automobile accessories wholesalers throughout the country.

Write: CHEVRITE (Pty.) Ltd., 252 Marshall St., Johannesburg, South Africa. WTD.

Belize businessman wants experienced U.S. partner for tire recapping plant

A Belize City businessman, currently operating a service station and a tire vulcanizing service, seeks a joint venture with an experienced U.S. company to establish the first tire recapping plant in British Honduras. Cost of the proposed project is estimated at $60,000.

In return for equity of up to 30%, the U.S. investor would be expected to furnish part of the cost of imported equipment and technical assistance. The service station, established in 1961, reportedly does a monthly volume of approximately $15,000. Operations have been expanded to include a small trucking facility and a wholesale kerosene delivery service.

The businessman says that over 5,000 automobile and truck tires need replacement each year in British Honduras.

He states he has received a development concession permitting the new firm to bring in equipment and materials duty free and is currently negotiating for a site for the proposed new plant.

Interested U.S. firms should **write:** City Enterprises Limited, P.O. Box 242, Belize City, British Honduras. WTD.

THEATER FURNITURE

A Belgian manufacturer of several types of theater seats seeks a licensing arrangement with a U.S. firm to make additional products utilizing its existing facilities.

The Brussels firm uses pressed steel and wood in the construction of stationary and adjustable seats.

Write: Ets. Fibrocit, 26 rue Masui, Brussels, Belgium. WTD.

VALVES

A West German manufacturer of window fittings, lightning protection equipment and hydraulic high-pressure pumps seeks a license to produce small hydraulic machinery and valves for high-pressure machinery.

Write: Gust. Overhoff, 76 Elberfelderstrasse, 402 Mettmann, West Germany. WTD.

'DOWN UNDER' TURNED AROUND

In an article on page 43 of the April 11 issue of INTERNATIONAL COMMERCE, the two firms offering manufacturing licenses for the U.S. production of their products were referred to as being from New Zealand. Their correct location is Australia.

Highway builders invited to prequalify for contracts by Syrian Arab Republic

342-mile improvement will cost up to $6.5 million

The Syrian Arab Republic's Ministry of Communications will call this year for several international bids for the improvement of about 342 miles of the Damascus-Aleppo and the Aleppo-Raqqa highways.

Calls for bids in the form of general contracting will be divided into several portions of from about 14 to 25 million Syrian pounds (U.S. $3.7 million to $6.5 million) and will cover the following: Constructing new roads and by-passes; rebanking, reinforcing and resurfacing of portions of existing roads, and renovating shoulders and ditches; enlarging and reinforcing existing culverts and bridges and constructing new ones; and marking and edging roads.

Contract documents will be in French. Work will be supervised and accepted by a consulting engineer from the government.

Contractors will not be required to participate, even partially, in financing the project.

Contractors or combines interested in this work should so inform the Ministry of Communications, Directorate of Bridges & Highways, Damascus, attaching to their letters a prequalification folder with the following information:

- An introductory note about the business including address of firm; names and personal references of principal officers, staff of the firm, by category (supervisory staff, engineers crew chiefs, etc.), overall material assets;
- A note on the finances of the company including capital, volume of business for the past 5 years, and bank references;
- A list of work completed in the past seven years including similar road construction, giving names and addresses of clients, scope of work, and period for completion, also all work done in the Syrian Arab Republic and in adjacent countries;
- A list of equipment for road building which the company has at its command, specifying which of these materials will be available this year; the date these materials would be available, if now in use, and, for the more important pieces of machinery, date of manufacture, date of acquisition by the company, capacity of production, and the present location of the equipment.

The letters of pre-qualification requests and the attached dossiers must be received at the Ministry of Communications, Directorate of Bridges and Highways, Damascus, before noon, May 30.

Companies will be informed of the government's decision within a maximum of two months after the due date, with no obligation to justify the decision.

U.S. firms appear to have a fair chance to win one or more of the contracts because of the advanced state of U.S. roadbuilding techniques, and therefore should not hesitate to apply for qualification. The American Embassy in Damascus can assist in arranging suitable contacts with responsible Syrian construction and engineering firms, when and if this service is required.

NATO tender open to eligible U.S. firms for construction jobs at Norwegian airfields

U.S. firms eligible to participate in NATO International Competitive Bidding (ICB) are invited to register their interest in a NATO project calling for the construction of airfield pavements at Andoya and Banak Airfields and building construction at Banak Airfield. Estimated cost of this project is $6,650,000.

U.S. firms eligible for NATO-ICB must express their desire to participate by **April 30** to the Forsvarets bygningstjeneste, Seksjon III, Post Office Box 967, Oslo, 1, Norway.

Ireland extends deadline for telephone equipment bids

The Department of Posts & Telegraphs, Dublin, has extended the deadline for bids on the supply of automatic telephone exchanges from April 13 to May 13. (INTERNATIONAL COMMERCE, March 21, p. 32).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 326-5131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 309 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2511, 911 Walnut St. Phone: Franklin 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1428, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 3-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2301, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 South St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 3-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

Sudan seeks metalworking equipment; issues several contracts and bid deadlines

The Office of Controller of Stores, Atbara, has issued Contract Nos. 3443 through 3470 for metalworking equipment.

Bid deadlines vary between May 2 and 11.

Machinery desired along with their assigned contract numbers are: One commutator turning lathe, Contract No. 3443; one 4' radial drill, Contract No. 3444; one electric tire heater, Contract No. 3445; one oil fired bar heating furnace, Contract No. 3446; one portable arc welder, Contract No. 3448; one 42" swing vertical boring mill, Contract No. 3449; one bench type grinder with 12 spare 8" wheels, Contract No. 3462; one air-cooled vacuum exhauster, Contract No. 3463; one 23" swing combination turret lathe, Contract No. 3464; one wheel tire drilling and tapping machine, Contract No. 3468; and one impregnating plant for diesel electric shop, Contract No. 3470.

Copies of the bid documents and specifications are available to firms located in the U.S. from the Metalworking Equipment Division, BDSA-6330, Rm. 4204, U.S. Department of Commerce, Washington, D.C. Telephone: 202-WO 7-5652.

Viet-Nam issues tender for 350 portable power transistorized megaphones

The Central Purchasing Authority, Box No. H-5, Saigon, has issued tender No. 2159-23036, calling for 350 portable megaphones. The megaphones should be transistorized, have a power output of 6 watts (10 watt maximum), and a power drain of 1.2A while talking.

Bid deadline is April 29 at the offices of the Central Purchasing Authority. Cabled bids are acceptable, if the cable states the price and the fact that the formal bid has been airmailed. Cable: MAIDICH, SAIGON.

Loan copies of the bid documents are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4036.

Railway track materials needed for Pakistan's Indus Basin job

The West Pakistan Water & Power Development Authority is inviting bids on the supply of 88 000 anchor plates, 264 000 round spikes, 88,000 two-way keys, 15,000 fish bolts and nuts, 15 sets of points and crossings with all fittings, and 15 sets of spring catch levers.

Bids on Tender No. TD-5/65/B/248 **should be submitted by May 5** to The Chief Engineer, Indus Basin Project, Sunny View, Lahore.

Copies of the tender documents are available on a short term loan basis to firms located in the U.S. from the Iron & Steel Division, BDSA-6380, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2363.

World Trade Opportunities cont'd to page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that tender documents, general conditions, specifications, drawings, or other additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Commercial farms

FRANCE—Seeds, bulbs, nursery stock. L. Clause S.A. pour la culture des graines d'elite (nursery, seeds and bulbs), Avenue Lucien Clause, 91 Bretigny-sur-Orge. WTD 3/11/66.

200 Food

★★ SAUDI ARABIA—Trade Mission

Sugar, substantial quantities of flour, all types of spices. Abdulaziz & Mohamed Al-Abdullah Al-Jimih (importer), P.O. Box 467, Jidda. WTD 2/17/66. TM 85.

201 Meat products

DOMINICAN REPUBLIC—Sausage casings of casein in 17″ lengths; milled and unmilled pepper; sausage and bologna seasoner; seasoning salts; powdered garlic. Direct purchase and agency. Pedro Amable Redondo (importer, wholesaler, retailer), Calle 16 de Agosto No. 93, Santiago. WTD 3/23/66.

JAPAN—Canned beef or pork with vegetables; frozen whole eggs; spray powdered dry whole eggs. Requests prices cif Nagoya. Seiwa Trading Co., Ltd. (importer, exporter), 23, 1-chome, Takaba-cho, Nakamura-ku, Nagoya. WTD 3/29/66.

TRINIDAD, W.I.—Pickled beef (naval) and porkstuff packed in 200 lb. barrels. Marlay & Co., Ltd. (importers, wholesalers, retailers, commission merchants, sales agents), 8 Charlotte St., Port of Spain. WTD 10/13/64.

202 Dairy products

★★ SAUDI ARABIA—Trade Mission

Powdered milk; powdered full cream. Ali Hamed Abdul Mushin Bassam (importer), Saud St., Al Khobar. WTD in preparation. TM 202.

203 Canning, preserving food

AUSTRALIA—Parsley flakes (not fancy). H. J. Langdon & Co. Pty. Ltd. (importer, wholesaler, manufacturer, agent), 117-119 Harris St., Pyrmont, N.S.W. WTD 8/20/65.

AUSTRIA—Canned peaches and pineapples. Firm wishes to use private label. Felix Austria Gesellschaft m.b.H. (manufacturer, distributor, importer, exporter), A-7210 Mattersburg. WTD 3/28/66.

GERMANY—Canned fruits, vegetables, meats, poultry, fish. Requests quotations cif Bremen, Hamburg or Rotterdam; replies in German. Accos-Lebensmittel GmbH. (importer, wholesaler, retailer), 47-51 Steinkampstrasse, 433 Muelheim/Ruhr-Styrum. WTD 3/14/66.

JAPAN—Powdered natural lemon juice. Various fruit-flavored powdered juices. Requests quotations cif Nagoya. Seiwa Trading Co., Ltd. (importer, exporter), 23, 1-chome, Takaba-cho, Nakamura-ku, Nagoya. WTD 3/29/66.

NETHERLANDS—All types of dressings and sauces such as barbecue, steak, fish, meat sauces; dried fruits such as apricots, peaches, mixed fruits, prunes. Direct purchase and agency. Grace, Kennedy & Co. (Europa) N.V. (importer, wholesaler, exporter, commission merchant, agent), Groothandelsgebouw, 18 Conradstraat, Rotterdam. WTD 5/19/65.

Canned food, dip sauces, cocktail snacks and other speciality-prepared foods. H. Barends N.V. (importer, wholesaler), 58 Hooikade, The Hague. WTD 7/14/65.

Canned fruit, vegetables, meat, fish and speciality products. Lacy H. Singer (importer, wholesaler), 88 Gentsestraat, The Hague. WTD 12/7/65.

★★ SAUDI ARABIA—Trade Mission

Canned foods of all kinds, including sauces, tomato sauce and paste, meats. Ali Hamed Abdul Mushin Bassam (importer), Saud St., Al Khobar. WTD in preparation. TM 198.

SOMALI REPUBLIC—Canned fruits, vegetables, soups, juices. Mohamedali M. Karimbhai & Bros (importer, manufacturer), P.O. Box 782, Mogadiscio. WTD 3/26/66.

THAILAND—Canned foods such as asparagus, tomato paste, juices, precooked meats and vegetables. Catalogs with labels, prices and pertinent details requested; direct purchase and agency. Kua Hua Lim Trading Ltd., Partnership (importer, distributor), 738-740 Wangburapa, Phanurangsi Rd., Bangkok. WTD 4-17-64.

204 Grain mill products

BELGIUM—Feedstuff components, additives. Agency and/or direct purchase. Anc. Usines Em. Deffaux S.A. (importer, exporter), 15 Rue Saint Martin, Brussels 8. WTD 1/20/66.

Dark mustard bran—quantities of 10 to 25,000 kilos. Requests samples, quotations cif Antwerp. Etablissements Lile S.A. (importer, wholesaler), Jodenstraat 24, Antwerp. WTD 12/31/65.

★★ SAUDI ARABIA—Trade Mission

Rice. Salem Babood Barasheed (importer), P.O. Box 189, Jidda. WTD 2/14/66. TM 119.

Wheat, rice, flour, barley, in bulk. Ali Hamed Abdul Mushin Bassam (importer),

Saud St., Al Khobar. WTD in preparation. TM 203.

Barley. Progressive Agencies (importer), P.O. Box 1053, Jidda. WTD 2/15/65. TM 80.

Cake mixes, other bakery mixes. Ali Hamed Abdul Mushin Bassim (importer), Saud St., Al Khobar. WTD in preparation. TM 200.

209 Food preparations

BELGIUM—Butter and cocoa substitutes for chocolate manufacturers; lecithin for human use. Agency and/or direct purchase. Anc. Usines Em. Deffaux S.A. (importer, exporter), 15 Rue Saint Martin, Brussels 8. WTD 1/20/66.

★★ SAUDI ARABIA—Trade Mission

Spices, all types, including cardamom seed. Ali Hamed Abdul Mushin Bassam (importer), Saud St., Al Khobar. WTD in preparation. TM 199.

★★ SOMALI REPUBLIC—Trade Mission

Soybean meal and oil. Jama Abdullahi Ghalib & Co. (importer, exporter), P.O. Box 313, Mogadiscio. WTD 11/21/65. TM 33.

SOUTH AFRICA—White oak essence to be used as a mellow blender for rapid maturation of alcoholic beverages. Requests samples, prices. Mooiuitzig Wynkelders Eins. Bpk. (manufacturer), P.O. Box 15, Bonnievale, Cape Province. WTD 3/9/66.

220 Textile mill products

NETHERLANDS—Printed and unprinted synthetic materials, fancy woven materials, etc., for women's and men's clothing. J. Blocq Bzn. (manufacturers' agent), 77 Orionlaan, Hilversum. WTD 2/15/66.

NIGERIA—Printed and plan cotton materials, taffetas. Fancy materials: printed and plain lace; nylons; satins; brocades; suitings. For retail in own outlets and for wholesale throughout Nigeria. Baseman Underwriters & Manufacturers Agencies (Nigeria) Ltd. (insurance brokers, importers, manufacturers' representatives), P.O. Box 2354, Lagos. WTD 8/23/65.

SWEDEN—Medium, low priced terry towels; fabrics for the manufacture of shirts, sportswear, ladies' dresses. Direct purchase and agency. Herbert Levy AB (agent), Kungsgatan 56, Goteborg C. WTD 3/9/66.

222 Broad woven fabric mills, manmade fiber and silk

MOROCCO—All kinds of synthetic fabrics, including nylon, Dacron, tergal. Also interested in remnants of such fabrics. Quotations Casablanca. Direct purchase and agency. Sam A. Benarrosh (agent), 43 Avenue Houmane El Fetouaki, P.O. Box 753, Casablanca. WTD 3/16/66.

NETHERLANDS—Printed and other synthetic materials for women's and men's apparel, jacquard and fancy woven materials. J. Blocq Bzn. (importer, wholesaler), 77 Orionlaan, Hilversum. WTD 2/15/66.

SWEDEN—Cotton, rayon, nylon fabrics for interior decorating and bedspreads. Direct purchase and agency I. Levy & Co. (importer, wholesaler, sales agent), Klingstavagen 14, Danderyd. WTD 2/15/65.

THAILAND—Quilts made of jersey. Catalogs, price lists and free samples. Khazan Singh Awtar Singh (Jaspal Store) (importer, wholesaler, retailer), 324 Phahurat Rd., Bangkok. WTD 6/18/65.

225 Knitting mills

FRANCE—Women's and children's bathing suits, knit. Direct purchase and agency. Requests replies in French. Etablissements Paulejo S.A. (manufacturer, dealer), 23 Rue du Mail, Paris 2e. WTD in preparation.

Sport shirts, made in knitting mills; direct purchase and agency. "Les Specialistes du Golf" (importer, agent), Boisseau & Cie, 8 Rue Clement-Marot, Paris, 8eme. WTD 5/25/65.

THAILAND—Men's nylon hoisery. Catalogs, price lists and free samples; direct purchase and agency. Khazan Singh Awtar Singh (Jaspal Store) (importer, wholesaler, retailer), 324 Phahurat Rd., Bangkok. WTD 6/18/65.

227 Floor coverings

BELGIUM—Carpets, wool and fiber. Anc. Etablissements Gowie S.A. (importer, wholesaler), 15 Chaussee de Gand, Brussels. WTD 3/22/66.

★★ SAUDI ARABIA—Trade Mission

Floor coverings for automobiles and trucks. Ali Rashid Al Dausari & Bros. (importer), P.O. Box 29, Dammam. WTD in preparation. TM 189.

228 Yarns, thread mills, products

MOROCCO—Yarns: cotton, Dacron, nylon, staple fiber for supplying Moroccan textile mills. Requests sole agency. Quotations Casablanca. Eurafric (agent), 35 Rue de Strasbourg, Casablanca. WTD 3/24/66.

229 Miscellaneous textile goods

FRANCE—Expanded vinyl sheets on knitted support, all types of flexible plastic sheets, imitation leather and imitation suede. Direct purchase and agency. Societe Dofan (manufacturer, dealer), 14 Place Jacques Bonsergent, Paris Xeme. WTD 12/22/64.

Woolen and cotton wastes. Blanchisserie Industrielle de l'Oise (manufacturer, dealer), 8 Avenue Parmentier, Paris, 11eme. WTD under preparation.

LEBANON—Textile mill rejects and remnants, all kinds. Lace goods. Direct purchase and agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 2/11/66.

VENEZUELA—Acoustic felts, except woven. Distribution and agency for all of Venezuela. Aisla, C.A. (importer, distributor, sales agent), Apartado del Este 5788, Caracas. Centro Comercial Mata de Coco, Bajos Cine Caribe, Urbanizacion La Castellana, Caracas. WTD 3/25/66.

230 Apparel

★★ BAHREIN—Trade Mission

All kinds of baby clothes. Rasul A. Al-Jishi (importer), P.O. Box 134, Manama. WTD in preparation. TM 356.

FRANCE—Men's furnishings: suits for city wear; leisure clothing; shirts; knitted wear. Direct purchase and agency. Armand & Gaston Levy (importer, dealer), 77 Rue de Richelieu, Paris, 2eme. 2/2/65.

SWITZERLAND—Men's fashion wear, slacks, jackets, accessories, complete line; direct purchase and agency. Heinz Carl Huber (importer, representative), Hochhaus Luchswiese 220, 8051 Zurich. WTD 3/24/66.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Sport clothing for playing golf; direct purchase and agency. "Les Specialistes du Golf" (importer, agent), Boisseau & Cie, 8 Rue Clement-Marot, Paris, 8eme. WTD 5/25/65.

232 Men's, youths', boys' furnishings

FRANCE—Sports shirts: men's youths' and boys', woven fabrics; direct purchase and agency. "Les Specialistes du Golf" (importer, agent), Boisseau & Cie, 8 Rue Clement-Marot, Paris, 8eme. WTD 5/25/65.

LEBANON—Men's youths', boys' shirts, underwear, separate trousers. Direct purchase and agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 2/11/66.

SWEDEN—Leisure wear for men, such as jackets for summer and fall; accessories, such as ties, cuff links, belts. Pygmalion (importer, retailer, wholesaler), Kopmangatan 14, Stockholm. WTD 3/22/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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233 Women's, misses', juniors' outerwear

FRANCE—Women's and children's bathing suits. Direct purchase and agency. Requests replies in French. Etablissements Paulejo S.A. (manufacturer, dealer), 23 Rue du Mail, Paris 2e. WTD in preparation.

234 Women's, misses', children's, infants' under garments

LEBANON—Women's and misses' underwear, all kinds. Direct purchase and agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 2/11/66.

235 Hats, caps, millinery

FRANCE—Men's and boys' hats and caps, hoods for golf-clubs; direct purchase and agency. "Les Specialistes du Golf" (importer, agent), Boisseau & Cie, 8 Rue Clement-Marot, Paris 8eme. WTD 5/25/65.

238 Apparel and Accessories

FRANCE—Juniors' raincoats. Direct purchase and agency. Requests replies in French. Etablissements Paulejo S.A. (manufacturer, dealer), 23 Rue du Mail, Paris 2e. WTD in preparation.

LEBANON—Raincoats and other waterproof outer garments for men, women, children. Direct purchase and agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 2/11/66.

239 Fabricated textile products

ITALY—Draperies; cotton and linen fabrics; terry-cloth bath and hand towels, wash cloths; coordinated bath sets in cartons for gifts. Direct purchase and agency. Prices and catalogs requested. Bellanca & Amalfi (retailer, importer), 58 Piazza Giuseppe Verdi, Palermo, Sicily. WTD 3/16/66.

242 Sawmills, planing mills

PORTUGAL—White oak lumber for manu-

facture of barrels. Sardinha & Leite, Limitada (importer, exporter, wholesaler, manufacturer), 114-136 Rua Carlos Guedes de Amorim, Vila Nova de Gaia. WTD 3/21/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Houses, portable: prefabricated, wood. Raymond Seguy & Cie (building contractor), 4 Rue Docteur Hermite, 32 Grenoble (Isere). WTD 3/15/66.

★★ SAUDI ARABIA—Trade Mission

Low cost prefabricated houses for Government slum clearance, superintendent to instruct contractor; 4C terms. Abdulla Ahmed Quraishi (importer), P.O. Box 220, Dammam. WTD in preparation. TM 223.

251 Household furniture

AUSTRALIA—Chrome-plated bathroom accessories and kitchen furniture. A.T.M. Industries Pty. Ltd. (manufacturer, exporter), 21 Argo St., South Yarra, Victoria. WTD 2/25/66.

★★ BAHREIN—Trade Mission

Baby cribs. Rasul A. Al-Jishi (importer), P.O. Box 134, Manama. WTD in preparation. TM 356.

GERMANY—Living room and bedroom furniture. Requests price quotations cif European or Dutch ports; replies in German. Heinrich Goebels GmbH. & Co. KG (wholesaler, retailer), 48-58 Maarweg, 5 Koeln-Braunsfeld. WTD 3/25/66.

ITALY—Early American furniture. Direct purchase and agency. Requests prices, catalogs. Bellanca & Amalfi (retailer, importer), 58 Piazza Giuseppe Verdi, Palermo, Sicily. WTD 3/16/66.

254 Office furniture

★★ BAHREIN—Trade Mission

Metal filing cabinets. AWAL Stationery (importer), P.O. Box 498, Manama. WTD in preparation. TM 246.

259 Furniture, fixtures

LEBANON—Curtain fixtures. Direct purchase and agency. General Maintenance Co. (importer, wholesaler, retailer), P.O. Box 2648, Artois St., Beirut. WTD 12/28/65.

262 Paper mills

FINLAND—Kraft paper, surface paper, for use in manufacture of decorative paper/plastic laminates. Formaliitti Oy (manufacturer), Luumaki. WTD 3/14/66.

NETHERLANDS—Newsprint paper, sulfite and coated paper, kraftliner. Direct purchase and exclusive agency. Agentuur & Commissiehandel Flevo (sales agent), 94 Middenweg, Amsterdam. WTD 3/18/66.

263 Paperboard mills

NETHERLANDS—Coated board and duplex board. Direct purchase and exclusive agency. Agentuur & Commissiehandel Flevo (sales agent), 94 Middenweg, Amsterdam. WTD 3/18/66.

264 Converted paper, paperboard products

LEBANON—Wallpaper. Direct purchase and agency. General Maintenance Co. (importer, wholesaler, retailer), P.O. Box 2648, Artois St., Beirut. WTD 12/28/65.

SWEDEN—Packing tapes and accessories, e.g., masking tapes. Direct purchase and agency. Handels & Agenturfirma G. Gordon AB (importer, wholesaler, sales agent), Landsvagen 47, Sundbyberg. WTD 3/24/66.

★★ TRUCIAL STATES—Trade Mission

Writing paper of all grades, paper of printing quality, adding machine rolls, drafting paper, copying paper. Abd Allah & Muhammed Kamalpoor (importer), P.O. Box 40, Dubai. WTD in preparation. TM 333.

266 Building paper, building board mills

VENEZUELA—Insulating materials in general for construction. Distribution and agency for all of Venezuela. Aisla, C.A. (importer, distributor, sales agent), Apartado del Este 5788, Caracas. Centro Comercial Mata de Coco, Bajos Cine Caribe, Urbanizacion La Castellana, Caracas. WTD 3/25/66.

273 Books

FRANCE—Educational books; other books (in French). Lucien Dorbon (importer, retailer), 156 Bld. St.-Germain, Paris 6. WTD 3/5/65.

275 Commercial printing

★★ TRUCIAL STATES—Trade Mission

Playing cards. Abd Allah & Muhammed Kamalpoor (importer), P.O. Box 40, Dubai. WTD in preparation. TM 332.

277 Greeting cards

★★ BAHREIN—Trade Mission

Christmas and birthday cards. AWAL Stationery (importer), P.O. Box 498, Manama. WTD in preparation. TM 247.

DOMINICAN REPUBLIC—Greeting cards. Direct purchase and agency. Imprenta de L. H. Cruz, C. por A. (importer, wholesaler, retailer), Calle Maximo Gomez No. 21, Santo Domingo. WTD in preparation.

★★ TRUCIAL STATES—Trade Mission

Greeting cards, Christmas cards. Abd Allah & Muhammed Kamalpoor (importer), P.O. Box 40, Dubai. WTD in preparation. TM 334.

281 Industrial chemicals

AUSTRALIA—Chemicals and raw materials for the fertilizer industry, excluding potassic fertilizers, trace elements, industrial chemicals, plastic molding powders and resins. Direct purchase and agency. A.G.C. Chemicals Pty. Ltd. (importer, manufacturer), 64-66 Lyndhurst St., Richmond, Victoria. WTD 2/25/66.

BELGIUM—Pure pigments and flushed colors for paint and varnish, ink and plastics industries; raw materials for food and pharmaceutical industries. Agency and/or direct purchase. Anc. Usines Em. Deffaux S.A. (importer, exporter), 15 Rue Saint Martin, Brussels 8. WTD 1/20/66.

BRAZIL—Dyes and pigments for the textile industry; other industrial inorganic and organic chemicals. Direct purchase and agency. Ramme Importacao e Exportacao S.A. (wholesaler, representative), Avenida Presidente Vargas 482, 2° andar, salas 223/225, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 3/24/66.

FRANCE—Basic chemicals for chemical industry; direct purchase and agency. Compagnie Franco-Italienne de Produits Chimiques "Cofratal" (importer), 3 Rue Vignon, Paris, 8eme. WTD 12/25/64.

GREECE—Ethylene glycol; acetone, carbon disulfide and chlorinated solvents such as trichloroethylene; pentaerythritol; magnesium; sodium silicate; sulfate of potash; alkali metals (sodium, potassium, lithium); other industrial organic and inorganic chemicals. Importer, wholesaler, sales agent requests quotations cif Piraeus. Direct purchase and agency. "Valfarm"—N. Valassakis & Co., 4 Dimokritou St., Athens 134. WTD 3/15/66.

● **IRAQ**—Ethylene oxide, 3 metric tons, packed in returnable steel gas cylinders. Bid must state complete physical and chemical specifications including stabilizer used. Bid deadline April 30. Directorate General, Iraqi Dates Organization, Baghdad★ (Telephone: 202-WO-7-2067).

● Copper sulfate, 100 metric tons, sodium pentachlorophenate pellets, 20 metric tons. Tender No. 19/66, bid deadline May 15. Directorate General of Medical Supplies, Ministry of Health, Baghdad.★ (Telephone: 202-WO 7-3910).

● Caustic soda, 1,100 long tons Purity 98 percent min. NaOH, to be packed in new steel drums of 750 lbs. Tender No. 8/66, bid deadline April 30. Government Oil Refineries Administration, Ministry of Oil, Baghdad. Tender specifications may be obtained from issuing authority against payment of $2.80 per copy.★ (Telephone: 202-WO 7-3465).

NETHERLANDS—Chemical specialties; anticorrosive chemicals; chemicals for marine and industrial use. Direct purchase and/or agency. Van Lessen & Punt N.V. (manufacturer, importer, wholesaler, exporter), 25 a-b Scheepstimmermanslaan, Rotterdam. WTD 4/13/65.

NIGERIA—Organic phosphorus; caustic soda; basic industrial organic chemicals. All in large quantities; urgently needed. International Supplies Ltd. (importer, wholesaler), 23-25 Martins St., P.O. Box 996, Lagos. WTD 6/17/65.

282 Synthetic materials

AUSTRIA—Polystyrene, Polyethylene. "Expan" Dkfm.Ing. Ernst Feichtinger, Chem. Fabrik u. Plastikwerk (manufacturer, importer, exporter), Villacherstrasse 105, A-9010 Klagenfurt. WTD 3/29/66.

FINLAND—Raw materials for manufacture of decorative paper/plastic laminates: overlay and underlay film; phenolic resin; melamine resin; paraformaline; other chemicals. Formaliitti Oy (manufacturer), Luumaki. WTD 3/14/66.

FRANCE—Basic chemicals for rubber and plastic materials; direct purchase and agency. Compagnie Franco-Italienne de Produits Chimiques "Cofratal" (importer), 3 Rue Vignon, Paris, 8eme. WTD 12/25/64.

Micro-crystalline wax, highest quality, pure, pale and very hard, packed in 25- or 50-kilogram cartons. Direct purchase and agency services offered to U.S. producers not now represented in France. Les Miels et Cires Dardennes (wholesaler), Boite Postale No. 3, 33 Salles, Gironde. WTD 3/23/66.

Vinyl chloride sheets—plain, grained or printed. Direct purchase and agency. Societe Dofan (manufacturer, dealer), 14 Place Jacques Bonsergent, Paris, Xeme. WTD 12/22/64.

GERMANY—Tufting carpets. Special sections of neoprene and polyvinyl chloride for sealing expansion joints of concrete plates for road construction. Requests quotations c.i.f. Hamburg or Bremen. Direct purchase and/or

agency. Migua, Mitteldeutsche Gummi-und Asbestgesellschaft Hammerschmidt & Co. (wholesaler, manufacturer), 1-3 Bruegelweg, 5628 Heiligenhaus Bez. Duesseldorf. WTD 3/11/66.

★★ SAUDI ARABIA—Trade Mission

Material for lining irrigation ditches, plastic, asphalt, other to keep down water loss; L/C terms. Abdullah Ahmed Quraishi (importer), P.O. Box 220, Dammam. WTD in preparation. TM 222.

283 Drugs

FRANCE—Basic chemicals for pharmaceutical industry; direct purchase and agency. Compagnie Franco-Italienne de Produits Chimiques "Cofratal" (importer), 3 Rue Vignon, Paris, 8eme. WTD 12/25/64.

IRAN—1,800 tons of vegetable oil, c&f per each 1,000 kilogram. Sherkat Sahami Moamelate Kharedji (Foreign Transactions Co.), Kouye Alborz, Shah Reza Ave., Tehran.

LEBANON—Vitamin and mineral capsules; therapeutic and diagnostic chemicals; ethical drugs for diabetes, internal diseases, and blood diseases. Direct purchase and agency. Etablissements Abdallah de Sahb (importer, wholesaler), P.O. Box 5564, Starco Bldg. (Bloc Nord), Georges Picot St., Beirut. WTD 3/23/66.

★★ SAUDI ARABIA—Trade Mission

Pharmaceuticals, all types. Abdul Aziz & A. Alamansoor (importer), P.O. Box 2, Dammam. WTD 11/28/64. TM 219.

Complete pharmaceuticals lines. Mecca Library & Stationery (importer), P.O. Box 60, Al-Khobar. WTD under revision. TM 194.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AUSTRALIA—Cleaning compounds, liquids, powders. Direct purchase and agency. Donald Trading Pty. Ltd. (importer, exporter, wholesaler, retailer, manufacturer), 105 Kippax St., Sydney, N.S.W. WTD 3/24/66.

Hair preparations, cosmetics, perfumes. Rene Henri & Associates (importer, retailer), 220 Collins St., Melbourne, C.1, Victoria. WTD in preparation.

★★ BAHREIN—Trade Mission

Baby preparations. Rasul A. Al-Jishi (importer), P.O. Box 134, Manama. WTD in preparation. TM 356.

GREECE—Cosmetics; perfumes; toilet preparations, including shampoos and shaving products. Requests quotations cif Piraeus. Direct purchase and agency. "Valfarm"—N. Valassakis & Co. (importer, wholesaler, sales agent), 4 Dimokritou St., Athens 134. WTD 3/15/66.

LEBANON—Cosmetics. Direct purchase and agency. Etablissements Abdallah de Sahb (importer, wholesaler), P.O. Box 5564, Starco Bldg. (Bloc Nord), Georges Picot St., Beirut. WTD 3/23/66.

NETHERLANDS—Complete range of men's toiletries, well advertised and leading brands only. Alvana N.V. (importer, wholesaler), 4 Koninginnegracht, The Hague. WTD 5/19/65.

NIGERIA—Talcum powders, large quantity. Urgently needed. International Supplies Ltd. (importer, wholesaler), 23/25 Martins St., P.O. Box 996, Lagos. WTD 6/17/66.

★★ SAUDI ARABIA—Trade Mission

Household insecticides, in bulk, for local packing. Abdul aziz & Sa'ad Almojil (importer), P.O. Box 53, Dammam. WTD in preparation. TM 183.

Soaps, detergents. Mohammed & Abdulla Al Sa'di (importer), P.O. Box 59, Dammam. WTD in preparation. TM 220.

Soap and detergents for household use. Ali Hamed Abdul Mushin Bassam (importer), Saud St, Al Khobar. WTD in preparation. TM 201.

285 Paints, varnishes, lacquers, enamels

FRANCE—Basic chemicals for paints; direct purchase and agency. Compagnie Franco-Italienne de Produits Chimiques "Cofratal" (importer), 3 Rue Vignon, Paris, 8eme. WTD 12/25/64.

286 Gum, wood chemicals

NIGERIA—Dyestuffs, large quantity. Urgently needed. International Supplies Ltd. (importer, wholesaler), 23/25 Martins St., P.O. Box 996, Lagos. WTD 6/17/65.

287 Agricultural chemicals

LEBANON—Insecticides for vegetables; fungicides for orchards; sulfur for crop dusting. Direct purchase and agency. Societe d'Assurance Agricole (importer, wholesaler), P.O. Box 5144, Rue de l'Argentine, Beirut. WTD 2/25/66.

Household insecticides. Direct purchase and agency. Etablissements Abdallah de Sahb (importer, wholesaler), P.O. Box 5564, Starco Bldg. (Bloc Nord), Georges Picot St., Beirut. WTD 3/23/66.

★★ SAUDI ARABIA—Trade Mission

Agricultural insecticides, in bulk, for local packing. Abdul Aziz & Sa'ad Almojil (importer), P.O. Box 53, Dammam. WTD in preparation. TM 184.

291 Petroleum refining

● **IRAQ**—Compounded marine engine oil, grade 1000-C, 35 long tons. Tender No. TAWZEE 11/1966, bid deadline April 26. Terms and specifications available from issuing authority for $2.80 per set plus 50¢ to cover airmail charges. Administration of Distribution of Oil Products, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-2355).

301 Tires and inner tubes

JORDAN—Tires, pneumatic. Direct purchase and agency. Saheb & Ghishan Co. (importer), P.O. Box 979, Amman. WTD 2/21/66.

306 Fabricated rubber products

● **BURMA**—Lineman's rubber gloves, 1,030 pairs. Tender No. 643/T/EL-(ESB)/65-66, bid deadline May 10. Controller, Central Stores Department Electricity Supply Board, Ahlone, Rangoon.★ (Telephone. 202-WO 7-3381)

FRANCE—Rubber bathing caps and bath mats. Direct purchase and agency. Requests replies in French. Bonneron-Gumet & Cie (manufacturer, wholesaler, importer, agent), 9 Rue des Peupliers, 92 Boulogne Billancourt (Hauts de Seine). WTD 2/10/66.

GERMANY—Rubber gloves, household. Rubber and combination gloves, industrial. Requests quotations c.i.f. Hamburg or Bremen. Direct purchase and/or agency. Migua, Mitteldeutsche Gummi-und Asbestgesellschaft Hammerschmidt & Co. (wholesaler, manufacturer), 1-3 Bruegelweg, 5628 Heiligenhaus Bez. Duesseldorf. WTD 3/11/66.

LEBANON—Micro cellular rubber, neolite rubber, leather fiber boards, rubber soles for the shoe industry. Direct purchase and agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 2/11/66.

307 Plastics products

AUSTRIA—Manufacturer of plastic bottles, tubes, and caps seeks related articles to supplement its sales program of wrapping and packaging materials; advertising novelties of plastic. "Expan" Dkfm.Ing. Ernst Feichtinger, Chem.Fabrik u. Plastikwerk, Villacherstrasse 105, A-9010 Klagenfurt. WTD 3/29/66.

BELGIUM—Floor covering, vinyl tile or sheet. Anc. Etablissements Gowie S.A. (importer, wholesaler), 15 Chaussee de Gand, Brussels. WTD 3/22/66.

FRANCE—Plastic caps for glass bottles; plastic tableware; plastic tubes for pharmaceutical use. Evor S.A. (manufacturer, wholesaler), 82 Avenue Wagram, Paris 17e. WTD in preparation.

Miscellaneous finished plastics products of a novelty character: gadgets. Requests replies in French. Manufacture de Produits Plastiques (manufacturer, dealer), 59 Blaringhem, Nord. WTD 4/23/65.

SOMALI REPUBLIC—Tableware, glasses, other plastic articles for household use. Mohamedali M. Karimbhai & Bros. (importer, manufacturer), P.O. Box 782, Mogadiscio. WTD 3/26/66.

SWITZERLAND—Plastic sheetings, printed and embossed; floor covering materials, in rolls or tiles; coated fabrics, non-woven; adhesive sheets; table covers. Direct purchase and agency. Schwarzmann & Co. AG (importer, retailer, representative), Forchstrasse 432, 8029 Zurich. WTD 3/10/66.

VENEZUELA—Plastics for lighting fixtures. Distribution and sales agency for all of Venezuela. Aisla, C.A. (importer, distributor, sales agent), Apartado 5788 del Este, Caracas. Centro Comercial Mata de Coco, Bajos Cine Caribe, Urbanizacion La Castellana, Caracas. WTD 3/25/66.

311 Leather tanning, finishing

LEBANON—Upper leather for the shoe industry. Direct purchase and agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 2/11/66.

313 Boot, shoe cut stock, findings

LEBANON—Boot and shoe findings. Direct purchase and agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 2/11/66.

314 Footwear

FRANCE—Men's shoes. Requests replies in French. Carvil (importer, dealer), 22 Rue Royale, 75 Paris (8e). WTD 3/8/66.

Boots and shoes for sport wear; direct purchase and agency. "Les Specialistes du Golf" (importer, agent), Boisseau & Cie, 8 Rue Clement-Marot, Paris 8. WTD 5/25/65.

316 Luggage

FRANCE—Bags (luggage) regardless of material; direct purchase and agency. "Les Specialistes du Golf" (importer, agent), Boisseau & Cie, 8 Rue Clement-Marot, Paris 8eme. WTD 5/25/65.

★★ QATAR—Trade Mission

Quality luggage. Exclusive distribution in Qatar. Al Tajir (importer), P.O. Box 337, Doha. WTD in preparation. TM 261.

SWITZERLAND—Luggage of leather or other materials, full line; direct purchase and agency. Heinz Carl Huber (importer, representative), Hochhaus Luchswiese 220, 8051 Zurich. WTD 3/24/66.

321 Flat glass

PANAMA—Flat glass sheets. Requests replies in Spanish. Ramon Casal & Julio Salceda (manufacturer, wholesaler, retailer), P.O. Box 7519, Panama, R. P. WTD 3/23/66.

322 Glass and glassware

FRANCE—Glass tableware; glass bottles for use by laboratories, perfumers, pharmaceutists. Evor S.A. (manufacturer, wholesaler), 82 Avenue de Wagram, Paris 17e. WTD in preparation.

Glassware for lighting fixtures. Requests replies in French. Societe B.A.G. & Cie (manufacturer, importer, dealer), 10 Bld. Kellermann, Paris 13e. WTD 3/10/66.

SOMALI REPUBLIC—Ovenware, clear or opaque. Mohamedali M. Karimbhai & Bros. (importer, manufacturer), P.O. Box 782, Mogadiscio. WTD 3/26/66.

326 Pottery, related products

FRANCE—Semivitreous and vitreous china household tableware; fine types of earthenware kitchen articles for preparing, serving or storing food or drink. Evor S.A. (manufacturer, wholesaler), 82 Avenue Wagram, Paris 17e. WTD in preparation.

327 Concrete, gypsum, plaster products

FRANCE—Housing units, prefabricated: concrete. Raymond Seguy & Cie (building contractor), 4 Rue Docteur Hermite, 32 Grenoble (Isere). WTD 3/15/66.

GERMANY—Building materials, finished products, as roofing material, siding panels, insulating tiles, etc. Direct purchase and/or agency representation for the Federal Republic of Germany. Prices c.i.f. Rotterdam. Bardo G.m.b.H. (importer, wholesaler, sales agent), 6634 Wallerfangen. WTD 3/24/66.

VENEZUELA—Acoustical plaster, gypsum. Distribution and agency for all of Venezuela. Aisla, C.A. (importer, distributor, sales agent), Apartado 5788 del Este, Caracas. Centro Comercial Mata de Coco, Bajos Cine Caribe, Urbanizacion La Castellana, Caracas. WTD 3/25/66.

329 Abrasive, asbestos

● **BURMA**—Packing asbestos graphite square ½″, ¾″, 1″; white round ¼″, ⅛″ sheets 4′ x 4′ x 1/16″ thick. Jointing, high pressure steam 1/32″, 1/16″, ⅛″ thick; pilot jointing (graphited head) 4′ x 4′ x 1/16″; graphite joint compound; graphite flakes. Tender No. 40/(T)/MCY-BR(M)65-66, bid deadline May 25. Chairman, Union of Burma Railway Board, Bogyoke Aung San Street, Rangoon.★ (Telephone: 202-WO 7-5624).

VENEZUELA—Acoustical board and tile, mineral wool. Distribution and agency for all Venezuela. Aisla, C.A. (importer, distributor, sales agent), Apartado del Este 5788, Caracas. Centro Comercial Mata de Coco, Bajos Cine Caribe, Urbanizacion La Castellana, Caracas. WTD 3/25/66.

331 Steel mill products

● **BURMA**—Wire rope: 22 coils (720 ft. each), size range 3/16″ to ⅞″ dia. Tender No. 910/T/CONST-POI/D (65-66), bid deadline April 30. Procurement Manager, People's Oil Industry, Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

● **GREECE**—Pipe: 10,000 meters of 600 mm. or 24″ dia., ¼″ wall and 3,000 meters of 500 mm. or 20″ dia., ¼″ wall. Tender No. 1282, bid deadline April 30. Societe Anonyme Hellenique des Eaux, Purchasing Dept., 1 Kornaron St., Athens.★ (Telephone: 202-WO 7-2363).

ITALY—Iron plates, ¼″ to 12″ thick. Emanuel Lamiere S.p.A. (importer, manufacturer, wholesaler), Stradale Orbassano 16/18, Beinasco (Torino). WTD 3/23/66.

Pig iron. Cast iron and steel pipe. Fonderia De Maria & C., di Furio Pagliari (manufacturer, wholesaler), Via Sestriere, 43 bis, Borgo S. Pietro, Moncalieri, (Torino). WTD 3/23/66.

QATAR—Low and high voltage cables. Tender documents available on loan from the trade opportunities staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Mars & Co., P.O. Box 148, Doha, Qatar. WTD 10/31/64.

339 Primary metal industries

● **TURKEY**—500 kgs. of normal chain for transporting coal buckets. Tender No. 966/3019, bid deadline April 29. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-5589).

342 Cutlery, hand tools, general hardware

DENMARK—Marine hardware equipment, fittings. Direct purchase and agency. Scandinavian Outboard Marine (Jorgen Hansen) (importer, exporter, wholesaler, agency), 16, Gronnegade, Copenhagen K. WTD 1/5/66.

FRANCE—Knives to be used by painters. Requests replies in French. Etablissements D. Lelluch & Cie (wholesaler), 56 Rue de Malte, Paris 11e. WTD in preparation.

LEBANON—Carpentry hardware, such as door handles, locks, hinges. Direct purchase and agency. General Maintenance Co. (importer, wholesaler, retailer), P.O. Box 2648, Artois St., Beirut. WTD 12/28/65.

★★ SAUDI ARABIA—Trade Mission

Automobile and truck hardware. Ali Rashid Al Dausari & Bros. (importer), P.O. Box 29, Dammam. WTD in preparation. TM 190.

343 Heating apparatus, plumbing fixtures

GERMANY—Mobile blast oil heaters. Direct purchase and/or sales agency for Saar region. Prices cif Hamburg. Maylaender Eisen & Metall Kontor G.m.b.H. (wholesaler, sales agent), 66 Saarbruecken, Metzer Strasse 42. WTD 4/8/65.

IRAQ—Die-cast components, valves, burners, jets, for use in manufacturing 2-burner or 3-burner hot-plate type gas cookstoves; production 20,000-40,000 stoves annually. Components for gas room heaters; production 5,000-10,000 annually. Requests specifications and prices. Frames for cookstoves and heaters to be manufactured locally. Light Industries Co., S.A. (manufacturer), South Gate, Baghdad. WTD in preparation.

SWEDEN—Sanitary goods, pipes and fittings for bath tubs, wash basins. Direct purchase and agency. AB J. Wallgren & Co. (importer, wholesaler, sales agent), Nybrokajen 7, Stockholm. WTD 3/24/66.

344 Fabricated structural metal products

● **BRAZIL**—manufacturers prequalification applications being accepted for any or all of following groups of equipment: (1) roller gates, hoists and appurtenances; (2) tainter gates, hoists and appurtenances; (3) stoplogs, bulkheads, trashracks and appurtenances. Detailed equipment for installation at the Estreito Hydroelectric Development on the Grande River, near the town of Pedregulho, State of Sao Paulo, includes: 6 intake roller gates, 8.2 yds. w. and 13.1 yds. h., complete with guides, hoists and appurtenances; 6 spillway tainter gates, 12.6 yds. w. and 17.4 yds. h., complete with hoists, anchoring and appurtenances; 2 sets of intake stoplogs, 8.2 yds. w. and about 17 yds. h. complete with guides and lifting beam; 6 sets of intake trashracks complete with guides and lifting beam; and 6 sets of draft tube bulkheads, complete with guides and lifting beam. Project will be partially financed by a U.S. $57 million loan from the IBRD. Prequalification deadline is 4 p.m. April 29; request applications and documents be airmailed with parcel weight not over 2 lbs. to Flavio H. Lyra, Technical Vice-President, Central Eletrica de Furnas S.A., Rua Sao Jose 90, 3° andar, Rio de Janeiro ZC-21, Estado da Guanabara. Copy of prequalification specification only.★ (Telephone: 202-967-3601).

FRANCE—Houses, prefabricated: metal. Raymond Seguy & Cie (building contractor), 4 Rue Docteur Hermite, 32 Grenoble (Isere). WTD 3/15/66.

Adjustable type vertical louvers (for protection against sun's rays); direct purchase and agency. Etilam-Gravigny (manufacturer), B. P. 30, Saint-Dizier (Haute-Marne). WTD 12/24/64.

LUXEMBOURG—Remote control garage doors. World Services International Inc.—European Division (importer), 28 Rue Ad.-Fischer, Luxembourg. WTD 9/17/65.

● **PAKISTAN**—Prequalify to supply total 66 spans fabricated steel bridge girders; 10 spans of 20 ft. and 56 spans of 40 ft. for construction of access railway line from Lawrencepur Railway Station on the main Rawalpindi-Peshawar line to Tarbela Dam Site. Only contractors prequalified by Authority will be invited to submit tenders. Tender No. TD-5/65/A/225, bid deadline to prequalify May 5. Chief Engineer and Project Director, Tarbela Dam Project, P.O. Tarbela Dam Colony, District Hazara, West Pakistan. Copy of prequalification instructions and intent to tender available only.★ (Telephone: 202-967-3601).

345 Screw machine products

● **BURMA**—Various sizes and quantities of nuts, rivets, and washers. Tender No. 304/(T)/CONST-BR(M)/65/66, bid deadline May 25. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5589).

346 Metal stampings

SOMALI REPUBLIC—Household utensils, all kinds. Mohamedali M. Karimbhai & Bros. (importer, manufacturer), P.O. Box 782, Mogadiscio. WTD 3/26/66.

349 Fabricated metal products

★★ SAUDI ARABIA—Trade Mission

Automobile and truck springs. Ali Rashid Dausari & Bros. (importer), P.O. Box 29, Dammam. WTD in preparation. TM 192.

351 Engines, turbines

SOUTH AFRICA—Lawn mower engine, gasoline powered; 3 or 4 hp., 3,000 r.p.m., 2 or 4 stroke horizontal for use in rotary lawn mowers. Provide complete details and prices. Pratley Manufacturing & Engineering Co. (Pty) Ltd. (manufacturer), P.O. Box 55, Luipaardsvlei, Transvaal. WTD 10/26/65.

● **TURKEY**—Supply one Francis hydraulic turbine generator set, 450 hp., 1500 r.p.m.; 0, 350 m3/sec., 115 m. net chute, 380 k.v.a. (Cos-Ø=9.8) 400/231-V generator complete with control panel instruments. Bid deadline May 10. English translations of terms and specifications available from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara upon remittance of $29, including airmail charges.

352 Farm machinery and equipment

NETHERLANDS—Used wheel and other agricultural tractors. Exclusive representation desired. Devor Motors N.V. (importer, wholesaler), 46 Jacob Obrechtstraat, Amsterdam. WTD 11/22/65.

Fully-automatic potato planting and digging machines (2, 3 and 4 rows adjustable distances), tip-carts for grain, high-pressure baling presses for hay and straw, combined hay harvesting, binding and baling machines to be attached to tractors, sawing machines, automatic washing machines, grain drying and storage silos equipped with hot air space heaters, hydraulic cylinders, couplings and high-pressure piping for agricultural implements. Direct purchase and/or agency. L. J. Blaauw, Elektronicaweg, Stadskanaal. WTD 11/30/65.

353 Construction, mining, materials handling machinery

FRANCE—Public works equipment, e.g., road graders and rollers, loaders. Requests replies in French. Normidi (importer, wholesaler), 99 Bld. Haussmann, 75 Paris 8e. WTD 5/26/65.

Roller conveyors; conveyor belts; automated storage facilities. Requests replies in French. Direct purchase and agency. Constructions Mills-K (manufacturer, wholesaler, importer), 31 Rue des Rosiers, 93 Saint-Ouen (Seine St. Denis). WTD 3/10/66.

● **INDIA**—5 batch plants; erection, commissioning of electrically operated automatic concrete weigh-batch plants. Tender No. A/CE/B.B., bid deadline May 16. Managing Director, Hindustan Steelworks Construction Ltd., 5/1 Commissariat Road, Hastings, Calcutta-22. Documents available from India Supply Mission (Ref: D/ENQ/1995), 2536 Massachusetts Ave. NW., Washington, D.C. 20008, upon payment of $2.10 each, not refundable.

NETHERLANDS—Used caterpillars, tractors and other road construction and maintenance machinery. Exclusive representation desired. Devor Motors N.V. (importer, wholesaler), 46 Jacob Obrechtstraat, Amsterdam. WTD 11/22/65.

Bulldozers, hydraulic crawler mounted cranes and other road construction and maintenance machinery. Direct purchase and/or agency desired. L. J. Blaauw (importer, sales agent), Electronicaweg, Stadskanaal. WTD 11/30/65.

SWEDEN—Construction machinery such as mobile cranes; forestry machinery for cutting and loading lumber. Direct purchase and agency. Bergman Borr AB (importer, exporter, manufacturer, sales agent), Svetsarvagen 20, Solna. WTD 3/9/66.

★★ SAUDI ARABIA—Trade Mission

Fork lift trucks for warehouse use and yard work; both light and heavy lift models. Abdul Aziz & Sa'ad Almojil (importer), P.O. Box 53, Dammam. WTD in preparation. TM 182.

● **THAILAND**—Supply of one 15-ton overhead crane; one 5-ton overhead crane; and 120 meters of crane runway. Tender No. 09120, bid deadline May 25. State Railway of Thailand, Krungkasem Rd., Yodse, Bangkok.★ (Telephone: 202-WO 7-5589).

354 Metalworking machinery

AUSTRALIA—Centerless, universal, cylindrical and surface grinders; automatic, copy and turret lathes; crank, pneumatic and hydraulic presses; coordinate positioning tables, both hand and tape controlled; unit head and transfer equipment; jig borers and fine borers; shapers. Direct purchase and agency. L. B. Stockdale Pty. Ltd. (manufacturer, wholesaler, exporter), 53-55 Myrtle Street, Glen Waverley, Victoria. WTD 2/25/66.

● **BURMA**—One rolling mill coupling spindle, approx. 1½′ dia. x 9′ long. Tender No. Q/77/SM-MCY/2/30, bid deadline April 29. General Manager, Steel Mill, Ywama, Insein.★ (Telephone: 202-WO 7-5652).

ETHIOPIA—Automatic automobile washing machinery. Ato Arrega Assefa, P.O. Box 1553, Addis Ababa. WTD in preparation.

FRANCE—Machine tools, metal cutting and forming types. Direct purchase and agency. Dufour, Pere, Fils et Cie (manufacturer, importer, dealer), 11bis, Rue Aspirant Dargent, 92 Levallois-Perret. WTD 4/14/65.

● **INDIA**—Four vertical boring and turning mills, table diameter 72″, turning diameter 75″. Tender No. CI/NS/65/C/M&P/65-66/1200, bid deadline May 20. Copies of tender, specifications, drawings available via airmail for $7.35 per set. Send check to Financial Adviser & Chief Accounts Officer, Chittaranjan Locomotive Works, Calcutta 13. Financing through IDA loan.

● **IRAN**—One universal vertical type milling machine. Bid deadline May 28. Iranian Tobacco Monopoly, Teheran.★ (Telephone 202-WO 7-5652).

ITALY—Hydraulic and mechanic presses for forging of brass and aluminum. Requests replies in Italian or French. Mercando & C., S.p.A. (importer, manufacturer, wholesaler, exporter), Via Ravina 10, Torino. WTD 3/22/66.

NETHERLANDS—Garage and service station equipment. Exclusive representation desired. Devor Motors N.V. (importer, wholesaler), 46 Jacob Obrechtstraat, Amsterdam. WTD 11/22/65.

★★ QATAR—Trade Mission

Diesel pneumatic tools and allied equipment. Mohammed Bin Rashid Al Khatir & Co. (importer), P.O. Box 347, Doha. WTD in preparation. TM 320.

SWEDEN—Machine tools, attachments and accessories for machine tools, for cutting, measuring. Direct purchase and agency. AB J. Wallgren & Co. (importer, wholesaler, sales agent), Nybrokajen 7, Stockholm. WTD 3/24/66.

355 Special industry machinery

FINLAND—Machinery for manufacture of decorative paper/plastic laminates. Formaliitti Oy (manufacturer), Luumaki. WTD 3/14/66.

ITALY—Foundry machinery and equipment. Fonderia De Maria & C., di Furio Pagliari (manufacturer, wholesaler), Via Sestriere, 43 bis, Borgo S. Pietro, Moncalieri, Torino. WTD 3/23/66.

Foundry molding machines and mechanized systems for centrifugal casting of iron cylinder liners. Elettrometallurgica S.p.A. (importer, manufacturer, wholesaler), Via Monte di Pieta′ 1, Cuorgne′, Torino. WTD 3/18/66.

LEBANON—Bakery equipment, complete, with a daily producing capacity of 9 tons of bread (5 tons of Lebanese bread, 3 tons of tin bread, and 1 ton of rolls). Emile Nasrallah, Airport Blvd., Imm. Sinno, Goubeireh, Beirut.

PANAMA—Glass working machinery and equipment: grinding, polishing. Requests replies in Spanish. Ramon Casal and Julio Salceda (manufacturer, wholesaler, retailer), P.O. Box 7519, Panama, R.P. WTD 3/23/66.

● **RWANDA**—Supply of 25,000 metal screens for drying coffee. Tender No. 4/66 OCIR, bid deadline June 1. Office des Cultures Industrielles du Rwanda (OCIR), B.P. 104, Kigali. Specifications are available from OCIR at above address for $5.

SWEDEN—Plant maintenance equipment and machinery such as floor sweepers, cleaners, related equipment; new devices for cleaning purposes. Direct purchase and agency. Bisab AB (importer, retailer, wholesaler, sales agent), P.O. Box 27030, Stockholm 27. WTD 3/16/66.

THAILAND—Floatation plant for fluorite (fluospar). Daily capacity 100 tons. Catalogs and prices. Thai Engineering Consultants Co. Ltd. (consultant, engineer), 865 Rama I Rd. WTD 6/16/65.

● **TURKEY**—Supply of one pneumatic stud-gun, suitable for ½″ to 1″ studs; one paint spray gun, with 1 liter capacity; and one air compressor. Tender No. 966/3018, bid deadline April 29. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-5589).

356 General industrial equipment

● **INDIA**—Supply of brass melting crucibles, 425 to 1,000 lb. capacity. Tender No. P/301/24/082, bid deadline April 26. Global procurement. Director General of Supplies & Disposals, National Insurance Building, Parliament Street, New Delhi. Copies of tender may be obtained from the India Supply Mission (Ref. D/ENQ/1984), 2536 Massachusetts Ave. NW., Washington, D.C. 20008, for $1.25 per copy.

ITALY—Reheating furnaces. Requests replies in Italian or French. Mercando & C., S.p.A. (importer, manufacturer, wholesaler, exporter), Via Ravina 10, Torino. WTD 3/22/66.

★★ SAUDI ARABIA—Trade Mission

Equipment to clean muck and sand out of oasis type wells, approx. 6′ in dia. and 40′ deep, located in pool approx. 60′ in dia, mounted on a crane or a float; clamshells or jet pumps not satisfactory. L/C terms. Abdulla

Ahmed Quraishi (importer), P.O. Box 220, Dammam. WTD in preparation. TM 221.

● **TURKEY**—Six hand transportable, single stage, piston type air compressors, with a capacity of 35 cfm and delivery pressure of 75 psi. Bid deadline May 2. PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ankara. English translations of the specifications available from above address for $6.

● 10 portable, rotary type, single or two stage air compressors, with a capacity of 115 cfm and delivery pressure of 90 psi. Compressors to be complete with rock cutters and rock drill jackhammers. Bid deadline May 6. PTT General Mudurlugu, Malzeme Dairesi Baskanligi, Ankara. English translations of specifications available from the above address for $5.50.

357 Office, computing, accounting machines

★★ BAHREIN—Trade Mission

Office machines, calculators; electric, 50 cycles, 210 volts. Awal Stationery (importer), P.O. Box 498, Manama. WTD in preparation. TM 245.

358 Service industry machines

AUSTRALIA—Industrial cleaning equipment, especially high speed floor cleaners and scrubbers. Direct purchase and agency. Donald Trading Pty. Ltd. (importer, exporter, wholesaler, retailer, manufacturer), 105 Kippax St., Sydney, N.S.W. WTD 3/24/66.

★★ BAHREIN—Trade Mission

Petroleum pumps for pumping oil and gasoline, 50 cycle, 210 volts. Middle East Traders (importer), P.O. Box 311, Manama. WTD in preparation. TM 250.

FRANCE—Ice cube dispensers (complete ice service in one unit), automatic, for outdoor commercial use and self-service, easy to install and maintain, such as coin-operated vending machines designed to provide individual customers with continuous supply of clean and clear ice, in cubes, cubelets, chips, or other form. Price lists and descriptive literature, covering latest models of cubers and flakers, desired. Potential direct importer of 5 machines or more. Also agency and distributorship for France or section thereof. Rene Massonnat (sales agent, distributor), B.P. No. 51, 12 Allee Fabelle, 33 Bordeaux/Cauderan, Gironde. WTD 3/30/66.

Air humidifiers for domestic central heating; direct purchase and agency. Office du Froid (manufacturer), 8 Avenue Parmentier, Paris 11eme. WTD under preparation.

Complete air conditioning units for domestic and commercial use; direct purchase and agency. Jany Le Meur (Ets. Alain Le Meur) (importer, dealer), 94 Rue Bernarding de Saint-Pierre, 76 Le Havre. WTD 1/21/65.

HONDURAS—Six coin-operated washing machines and three coin-operated drying tumblers. Coralia Mejia de Carranza (self-service laundry), Colonia Alameda, 3a Ave. 11a. Calle 1011, Tegucigalpa. WTD 3/10/66.

LEBANON—Floor maintenance machines. Direct purchase and agency. General Maintenance Co. (importer, wholesaler, retailer), P.O. Box 2648, Artois St., Beirut. WTD 12/28/65.

★★ QATAR—Trade Mission

Air conditioners, household types; electricity 220 volts, 50 cycles. Interested in purchasing on exclusive basis. Al Tajir (importer), P.O. Box 337, Doha. WTD in preparation. TM 262.

★★ SAUDI ARABIA—Trade Mission

Air conditioners, air coolers, 110 volts, 60 cycle; water coolers. M. Mohammed Bin Saad Bin Jabl (importer), P.O. Box 56, Riyadh. WTD 2/23/66. TM 152.

● **THAILAND**—One set diesel fuel centrifugal filters; four sets diesel fuel oil filling station; one set transfer pump and motor for storage tank, approximate capacity 20 U.S. gallons per minute. Tender No. 09089, bid deadline May 9. State Railway of Thailand, Krungkasem Rd., Yodse, Bangkok.★ (Telephone: 202-WO 7-2939).

361 Electric transmission, distribution equipment

BRAZIL—Outboard motor accessories: battery testing instruments. Prosdocimo S/A Importacao e Comercio (retailer, wholesaler, importer), Praca Tiradentes 290, Curitiba, Parana. WTD 7/30/65.

● **BURMA**—Spare parts for VRO-10 oscillograph including modulator tubes, capacitors, switches, rheostat, transistors, resistors. Tender No. 88(T)MCY-POI/EXP(65-66); bid deadline April 27. Procurement Manager, People's Oil Industry, Merchant St., Rangoon.★ (Telephone: 202-WO 7-2939).

FRANCE—Electric impulse meters; electric time switches. Direct purchase and agency. Coupatan (Societe Industrielle de Constructions Electro-horlogeres) (manufacturer, dealer), 41 Rue d'Elbeuf, 76 Rouen. WTD in preparation.

Recording instruments for measuring electricity; analyzers for testing electrical characteristics; electronic test equipment. Direct purchase and agency. Comptoir Commercial d'Importation (importer, dealer, agent), 42 Rue Etienne Marcel, Paris 2e. WTD in preparation.

Distribution network cutouts. Direct purchase and agency. Requests replies in French. Appareillage Electrique Cehess (manufacturer, dealer), 68 Avenue de Choisy, Paris 13e. WTD in preparation.

All equipment for power electric stations; material for distribution of electric current for power and lighting purposes; electric switches; circuit breakers; sheaths for electricity cables and lines. Requests replies in French. Societe Industrielle d'Electricite—S.I.E.L. (distributor), 3 Rue Camille Flammarion, Paris 8e. WTD 12/17/65.

QATAR—Ten 500 KVA transformers, six 200 KVA transformers; Tender document #L/85-264 is available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Mars & Co., P.O. Box 148, Doha, Qatar. WTD 10/31/64.

362 Electrical industrial apparatus

● **BURMA**—Welding electrodes, various sizes and grades. Tender No. 166(T)/MCY-POI/CF(65-66), bid deadline April 30. Procurement Manager, People's Oil Industry, P.O. Box 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5652).

FRANCE—Rectifiers; electric relays. Direct purchase and agency. Comptoir Commercial d'Importation (importer, dealer, agent), 42 Rue Etienne Marcel, Paris 2e. WTD in preparation.

Electric motors. Requests replies in French. Societe Industrielle d'Electricite—S.I.E.L. (distributor), 3 Rue Camille Flammarion, Paris 8e. WTD 12/17/65.

Fuse cutouts for industrial and electronic use. Direct purchase and agency. Requests replies in French. Appareillage Electrique Cehess (manufacturer, dealer), 68 Avenue de Choisy, Paris 13e. WTD in preparation.

Delay relays; timers for industrial use; electric synchronous timers. Direct purchase and agency. Coupatan (Societe Industrielle de Constructions Electro-horlogeres) (manufacturer, dealer), 41 Rue d'Elbeuf, 76 Rouen. WTD in preparation.

363 Household appliances

FRANCE—Electric housewares for heating, cooking, and other purposes (fryers, toasters, grills, percolators). Jema S.A. (importer, wholesaler, manufacturer), 46 Rue de Paradis, Paris 10eme. WTD 2/26/65.

GUATEMALA—Electric hot water heaters, cylindrical and square models. Direct purchase and agency. Compania Guatemalteca de Aparatos Electricos Ltda. (importing distributor), 10a. Calle 5-18, Zona 1, Apartado Postal 148, Guatemala City. WTD 4/2/65.

LEBANON—Electric window exhaust fans. Direct purchase and agency. General Maintenance Co. (importer, wholesaler, retailer), P.O. Box 2648, Artois St., Beirut. WTD 12/28/65.

NIGERIA—Electric fans—desk, standing, and ceiling models. Baseman Underwriters & Manufacturers Agencies (Nigeria) Ltd., P.O. Box 2354, Lagos. WTD 8/23/65.

Washing machines, wringers, driers, and ironers for household use; iron elements of 750 watts (230 volts), and 450 watts (230 volts); and kettle elements—for retail in own outlets and for wholesale throughout Nigeria. Baseman Underwriters & Manufacturers Agencies (Nigeria) Ltd., P.O. Box 2354, Lagos. WTD 8/23/65.

PANAMA—Household cooking equipment, such as stoves, ranges, ovens; household refrigerators; washing machines, wringers, drier, irons; electric housewares, fans. Requests replies in Spanish. Jack Btesh (importer, retailer, wholesaler), P.O. Box 7580, Panama, R. P. WTD 3/23/66.

★★ QATAR—Trade Mission

Electric household appliances, television sets, radios; electricity 220 volts, 50 cycles. Interested in purchasing on exclusive basis. Al Tajir (importer), P.O. Box 337, Doha. WTD in preparation. TM 262.

Home appliances, all types; electric, 220 volts, 50 cycles. Gulf Electric Materials Co. & Salam Studio & Stores (importer), P.O. Box 121, Doha. WTD in preparation. TM 294.

SWITZERLAND—Small appliances, household and kitchen utensils, useful domestic gadgets, novelties, all kinds. Direct purchase and agency. Heinz Carl Huber (importer, representative), Hochhaus Luchswiese 220, 8051 Zurich. WTD 3/24/66.

TRINIDAD—Kitchen appliances such as deep fat fryers, broilers, toasters, blenders, kettles, ice cream freezers. Hair dryers for household use. Flat irons, regular and automatic. Appliance cords and accessories. Direct purchase and agency. Marlay & Co., Ltd. (importers, wholesalers, retailers, commission merchants, sales agents), 8 Charlotte St., Port of Spain. WTD 10/13/64.

Electric carving knives. Direct purchase and agency. Stecher's (importers and retailers), 82/84 Frederick St., Port of Spain. WTD 3/23/66.

VENEZUELA—Electric fans and other air moving and conditioning appliances and accessories. Direct purchase or sales agency for Eastern Venezuela. (110 V, 50/60 cycles). Instalaciones Electricas C.A. (importer, wholesaler, retailer, contractor), Apartado No. 4322, Puerto La Cruz, Anzoategui. WTD 3/14/66.

364 Converted paper, paperboard products

AUSTRALIA—Wet electro sensitive recording paper, size mainly 9-13/16 inches by 200 feet, to fit Mufax machine No. D901. Also interested in other sizes. Percy Boyden (N.S.W.) Pty. Ltd. (importer, wholesaler), 15 Excellor Ave., Bankstown, N.S.W. WTD 3/17/66.

● **BURMA**—Supply of 10,445 various types of electric lamps. Tender No. 2105 (T)EL-POI/CF(65-66), bid deadline April 30. Procurement Manager, Peoples Oil Industry, Merchant St., Rangoon.★ (Telephone: 202-WO 7-5345).

FRANCE—Electric lamps; metal reflectors and fittings; complete electric light bulbs; electric lighting fixtures and equipment. Direct purchase and agency. Comptoir Commercial d'Importation (importer, dealer, agent), 42 Rue Etienne Marcel, Paris 2e. WTD in preparation.

Switch and fuse cutouts, for electrical installations. Direct purchase and agency. Requests replies in French. Appareillage Electrique Cehess (manufacturer, dealer), 68 Avenue de Choisy, Paris 13e. WTD in preparation.

Electric lamps: incandescent filament lamps, vapor and fluorescent lamps. Electric light bulbs, tubes, related light sources. Requests replies in French. Societe B. A. G. & Cie (manufacturer, importer. dealer), 10 Bld. Kellerman, Paris 13e. WTD 3/10/66.

Electric contactors. Requests replies in French. Societe Industrielle d'Electricite—S.I.E.L (distributor). 3 Rue Camille Flammarion, Paris 8e. WTD 12/17/65.

LEBANON—Fluorescent lamps, lamp sockets and receptacles, snap switches, door chimes. Direct purchase and agency. General Maintenance Co. (importer, wholesaler, retailer), P.O. Box 2648, Artois St., Beirut. WTD 12/28/65.

NIGERIA—Electric light bulbs of 230/250 volts, tubes, fluorescent lamps, photoflash and photoflood lamps, lamp holders and screws, and wall lamp holders. Baseman Underwriters & Manufacturers Agencies (Nigeria) Ltd., P.O. Box 2354, Lagos. WTD 8/23/65.

★★ SAUDI ARABIA—Trade Mission

Automobile and truck headlights, spotlights. Ali Rashid Dausari & Bros. (importer), P.O. Box 29, Dammam. WTD in preparation. TM 191.

TRINIDAD—Lamps: desk, bedside, pedestal. Marlay & Co., Ltd. (importer, wholesaler, retailer, commission merchant, sales agent), 8 Charlotte St., Port of Spain. WTD 10/13/64.

365 Radio, TV receiving sets

★★ SAUDI ARABIA—Trade Mission

Desires purchase of radios, TV, TV aerials, 110 volts, 60 cycle. Alzagzoog & Almatbouli Establishment (importer), P.O. Box 556, Jidda. WTD 2/16/66. TM 82.

SWITZERLAND—Automobile stereo radios, magnetic tape auto-stereos, earphones; direct purchase and agency. Heinz Carl Huber (importer, representative), Hochhaus Luchswiese 220, 8051 Zurich. WTD 3/24/66.

366 Communications equipment

● **COLOMBIA**—Supply of various types of telephone equipment. Bid deadline May 2. Terms and specification may be obtained from Empresas Publicas de Medellin, Seccion de Importaciones, Edificio Miguel de Aguinaga 607, Medellin, for $2.80.

● **IRAQ**—Supply of a private automatic branch exchange. Tender No. 38/66, bid deadline May 5. Iraq Ports Administration, Margil, Basra.★ (Telephone: 202-WO 7-4823).

● **KENYA**—Supply of multichannel voice frequency telegraph systems. Tender document will be furnished by the Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W. 1, to qualified, registered bidders. Reference should be made to DF 4256 of March 23, 1966.

367 Electronic components, accessories

FRANCE—Semiconductor devices; transistorized devices; electronic condensers; electron tubes. Direct purchase and agency. Comptoir Commercial d'Importation (importer, dealer, agent), 42 Rue Etienne Marcel, Paris 2e. WTD in preparation.

Electronic time switches (cold cathode); electronic timers. Direct purchase and agency. Coupatan (Societe Industrielle de Constructions Electro-horlogeres) (manufacturer, dealer), 41 Rue d'Elbeuf, 76 Rouen. WTD in preparation.

Radio and television receiving type parts and accessories. Societe Recta (importer, dealer), 37 Avenue Ledru Rollin, Paris 12e. WTD in preparation.

NETHERLANDS—Applicant seeks representations for nuclear and electronic apparatus, navigational instruments. All such and related products are of interest if suitable for the optical industry, electronic and electrotechnical industries, industrial and scientific laboratories, air navigation and shipping companies. Nenimij N.V. (importer, wholesaler, exporter), 74 Laan Copes van Cattenburch, The Hague. WTD 12/11/64.

SWITZERLAND — Semiconductor components; controlled and silicon rectifiers; integrated circuits. Direct purchase and agency; exclusive representation for Switzerland and Liechtenstein. Tungsram AG (importer, manufacturers' representative, manufacturer), P.O. Box 347, 8027 Zurich. WTD 3/10/66.

369 Electrical machinery, equipment, and supplies

KENYA—Automobile spark plugs; batteries for transistor radios. City Engineering Works (manufacturer, importer), P.O. Box 10890, Nairobi. WTD 3/23/66.

● **SUDAN**—One-mobile metal rectifier battery charging set for use in charging battery sets in diesel locomotives suitable for operations from 4 wire, 3 phase, 50 cycle, 240/415-a.c. supply. Contract No. 3466; bid deadline May 10. Sudan Government, Purchasing Agent, 3-5 Cleveland Row, St. James's, London. S.W. 1★ (Telephone: 202-WO 7-4241).

371 Motor vehicles, motor vehicle equipment

ETHIOPIA—Six amphibious vehicles, suitable for travel in swamps as well as on land and water, equipped with 2-way radio. Requests quotations cif Djibouti. Department of Marine, Imperial Ethiopian Government, Attn: Ato Mesfin Fanta, P.O. Box 1861, Addis Ababa.

KENYA—Automobile brake linings; shock absorbers, telescopic type. City Engineering Works (importer, manufacturer), P.O. Box 10890, Nairobi. WTD 3/23/66.

373 Ship, boat building, repairing

DENMARK—Marine equipment—steering wheels, anchors, marine cordage, lanterns, cabin-lighting. Scandinavian Outboard Marine (Jorgen Hansen) (importer, exporter, wholesaler, agency), 16 Gronnegade, Kopenhagen K. WTD 1/5/66.

FRANCE—Accessories for pleasure-boats; request replies in French. Plastimo (manufacturer, importer, dealer), Boulevard du Slip, 56 Lorient. WTD 9/14/65.

374 Railroad equipment

● **SPAIN**—Supply of 20 first class and 10 second class passenger cars. Bid deadline April 26. Sr. Director, General de la Renfe, Direccion de Estudios y Planificacion, Torre de Madrid, Calle de la Princesa No. 1, Madrid 8, Espana. The International Bank for Reconstruction and Development will finance the project.

381 Engineering, laboratory, scientific and research instruments

AUSTRALIA—Plastic containers for prepared microscopic slides; biological and anatomical models made of unbreakable materials. Teaching Aids (importer, distributor), Box 648, G.P.O., Sydney, N.S.W. WTD 3/14/66.

● **BURMA**—Surveying and measuring instruments including, but not limited to: Range finders, rotameters, optical squares, sounding lines and chains, measuring tapes, current (water) meters, rod suspended, rain gauges. Tender No. 44(T)/MCY-ESB/65-66; bid deadline May 9. Controller, Central Stores Dept., Ahlone, Rangoon.★ (Telephone: 202-WO 7-2939).

● **PAKISTAN**—Laboratory equipment including, but not limited to: CX-520 culture jar, AX-200 autoclave, CK-280 hot air blowers, HJ-220 PH meter, CI-220 comparator, staining trays, microscopes, centrifuge tubes, pipettes, filters, photometer, funnels. Tender No. S4/323/Equip/65-66; bid deadline April 25. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg. 48 Motijheel C.A., Dacca.★ (Telephone: 202-WO 7-2939).

● Laboratory and engineering equipment including, but not limited to: Electric muffle furnace, laboratory refractometer, spectrophotometers, polarimeters, centrifuges, vacuum pumps, redistillator, barometers, horizontal electrophoresis apparatus. Tender No. S-9/340/SCI/65-66; bid deadline May 7. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel C.A., Dacca.★ (Telephone: 202-WO 7-2939).

★★ TRUCIAL STATES—Trade Mission

Drafting instruments, equipment. Abd Allah & Muhammed Kamalpoor (importer). P.O. Box 40, Dubai. WTD in preparation. TM 331.

382 Instruments for measuring, controlling, indicating physical characteristics

BRAZIL—Outboard motor accessories: speedometers, odometers, tachometers, exhaust mufflers, oil pressure measuring devices, ther-

mometers. Prosdocimo S/A Importacao e Comercio (retailer, wholesaler, importer), Praca Tiradentes 290, Curitiba, Parana. WTD 7/30/65.

FRANCE—Controlling instruments, e.g., fluid flow, level. Direct purchase and agency. Dufour, Pere, Fils & Cie (manufacturer, importer, dealer), 11bis Rue Aspirant Dargent, 92 Levallois-Perret. WTD 4/14/65.

Atmosphere thermostats. Direct purchase and agency. Coupatan (Societe Industrielle de Constructions Electro-horlogeres) (manufacturer, dealer), 41 Rue d'Elbeuf, 76 Rouen. WTD in preparation.

383 Optical instruments, lenses

● **PAKISTAN**—Supply of optical instruments and equipment including, but not limited to: 30 clinical microscopes, microprojection apparatus, microscope lamps, epediascopes, slide projection and screens. Tender No. S-9/324/65-66/SCI; bid deadline May 5. The director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel C.A., Dacca.★ (Telephone: 202-WO 7-2939).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

SWITZERLAND—Lenses, opera glasses, binoculars, telescopes; direct purchase and agency. Gujer, Meuli & Co. (importer, representative), Schoeneggstrasse 36, P.O. Box 6, 8953 Dietikon/ZH. WTD 3/10/66.

384 Surgical, medical, dental instruments

ECUADOR—Complete line of livestock veterinary instruments. Illustrated literature or catalogs together with price quotations requested with offers; direct purchase and agency. India C.A. Industrial i Agricola, Calle Garcia Moreno 436 (P.O. Box 2448), Quito. WTD 2/10/66.

● **PAKISTAN**—Supply of hospital equipment including, but not limited to: Gas smoking burner, time markers, tambours, levers, stethographs, plethysmographs, electrodes, spectroscopes, clamp holders, ureometers, face masks, animal cages. Tender No. S-4/328/Equip/65-66; bid deadline April 27. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca.★ (Telephone 202-WO 7-2939).

● Surgical and hospital instruments including, but not limited to: Dissecting sterioscopes, corneal knives, spring scissor, needle holders, retinoscopes, operating lamps. Tender No. S-9/332/SCI/65-66; bid deadline May 10. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel C.A., Dacca.★ (Telephone: 202-WO 7-2939).

386 Photographic equipment, supplies

★★ BAHREIN—Trade Mission

Line of thermal copy machines; electric, 50 cycles, 210 volts. Awal Stationery (importer), P.O. Box 498, Manama. WTD in preparation. TM 243.

FRANCE—High speed cameras. Direct purchase and agency. Requests replies in French. Paillard Bolex S.A. (importer, agent), 22-24 Avenue Hoche, Paris, 8eme. WTD in preparation.

● **KOREA**—Photographic equipment including, but not limited to: 35-mm panchromatic negative film, 35-mm fine grain sound recording film, 16-mm fine grain sound recording film, 35-mm cine positive film, photo chemicals, extra pure reagent chemicals. Tender No. KFX-6035-N; bid deadline April 26. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Still and motion picture cameras and projection apparatus, slide projectors, enlargers. Exclusive representation desired. C. Boonen & Co. N.V. (importer, wholesaler), 14 Herengracht, Amsterdam. WTD 10/25/66.

SWITZERLAND—Optical and photographic equipment, motion picture and projection apparatus, editors, 8 mm. projection screens, tripods, cameras; direct purchase and agency. Gujer, Meuli & Co. (importer, representative), Schoeneggstrasse 36, P.O. Box 6, 8953 Dietikon/ZH. WTD 3/10/66.

● **TURKEY**—Supply of aerial photography film: 0, 19 x 60 m. roll, panchromatic, 100 ASA, min. 2-year exposure period (200 rolls), photography paper; 60 x 60 cm., matte, 2-year exposure min., 4 different grades (5,000 sheets), photography paper; 19 x 19 cm. matte, min. 2-year exposure, 4 different grades (15,000 sheets). Bid deadline April 25. Tapei ve Kadastro Genel Mudurlugu, Ankara. (General Directorate of Land Survey and Registry). English translations of bidding specifications available from Modern Tercume Burosu, 20/7 Menekse Sokak, Kizlay, Ankara, Turkey, at a cost of $4 per copy including airmail charges.

387 Watches, clocks

FRANCE—Electric timers. Direct purchase and agency. Coupatan (Societe Industrielle de Constructions Electro-horlogeres) (manufacturer, dealer), 41 Rue d'Elbeuf, 76 Rouen. WTD in preparation.

391 Silverware, hollow ware, plated ware

NETHERLANDS—Silverware and silver plated products, such as dishes, plates, salt and pepper sets, creamers, sugar bowls, ash trays, cigar and cigarette boxes, picture frames, cocktail shakers, ice buckets, toilet sets, candlesticks, candelabra, vases, service trays (cutlery excepted). Direct purchase. Exclusive representation requested. Descriptive literature, price lists and cif quotation Rotterdam desired. Hamco-Hilversum N.V. (importer, wholesaler), 4-6 Naarderstraat, Hilversum. WTD 2/16/66.

393 Musical instruments, parts

FRANCE—Musical instruments and accessories, all kinds, direct purchase and agency. Jany Le Meur (Ets. Alin Le Meur) (importer, dealer), 94 Rue Bernardin-de-St-Pierre, 76 Le Havre. WTD 1/21/65.

GREECE—Electric guitars, other electric musical instruments; parts therefor. Requests quotations c.i.f. Piraeus. Direct purchase and agency. A. N. Andreades—House of Music (importer, retailer, sales agent), 2 Phidiou Street, Athens. WTD 3/22/66.

394 Toys, amusement, sporting, athletic goods

AUSTRALIA—Toy construction kits: hobbyist constructional kits. Leo Rogally & Lewis Pty. Ltd. (importers, wholesalers), Box 2620, GPO, Sydney, N.S.W. WTD 3/21/66.

DENMARK—Water skis with accessories. Direct purchase and/or agency. Scandinavian Outboard Marine (Jorgen Hansen) (importer, exporter, wholesaler, agency), 16, Gronnegade, Copenhagen K. WTD 1/5/66.

FRANCE—Toys, such as: mechanical trains; construction sets; children's vehicles; Vac-U-Form Mold Kits for making plastic models of many small objects; direct purchase and agency. Agences Francaises & Etrangeres (importer, dealer), 61 Rue du Faubourg St-Martin, Paris, 10eme. WTD 3/26/65.

Golfing equipment: caddy carts and bags, clubs, tees, balls, etc.; gloves, sport; direct purchase and agency. "Les Specialistes du Golf" (importer, agent), Boisseau & Cie, 8 Rue Clement-Marot, Paris, 8eme. WTD 5/25/65.

Fishing tackle of a novel character (hooks, rods, reels, artificial lures); direct purchase and agency. Ets. M.S. Policar (manufacturer, dealer), 48-50 Passage du Caire, Paris, 2. WTD 3/8/65.

SWITZERLAND—Mechanical, electrical toys; camping and leisure-time articles and equipment; general sporting goods; handicraft materials. Direct purchase and agency. Mrs. M. Kosztrics, Vertretungen & Elektro-Spielwaren (agent), Zugerbergstrasse 50, 6300 Zug. WTD 2/28/66.

395 Pens, pencils, other office and artists' material

AUSTRALIA—Marking devices, carbon paper, stamping and stenciling applicators and inks. Direct purchase and agency. Abbott Goodman & Co. Pty. Ltd. (importer, wholesaler), 330 St. Kilda Rd., Melbourne, Victoria. WTD 2/25/66.

DOMINICAN REPUBLIC—Office stationery and related materials, including such items as loose-leaf binders, accounting books, notebooks, envelopes, carbon paper, ink. Direct purchase and agency. Imprenta de L.H. Cruz, C. por A. (importer, wholesaler, retailer), Calle Maximo Gomez No. 21, Santo Domingo. WTD in preparation.

SWITZERLAND—Office supplies and equipment, novelties; direct purchase and agency. Heinz Carl Huber (importer, representative), Hochhaus Luchswiese 220, 8051 Zurich. WTD 3/24/66.

★★ TRUCIAL STATES—Trade Mission

Pens, pencils, carbon paper, paper stencils, other office supplies. Abd Allah & Muhammed Kamalpoor (importer), P.O. Box 40, Dubai. WTD in preparation. TM 330.

399 Manufacturing industries

AUSTRALIA—Novelties, curios, similar items suitable as industrial gifts and promotional articles. Can include but need not be limited to ball point pens, plastic brief cases, housewares, kitchen gadgets, bar sets, cocktail shakers, smokers accessories, brush sets, cigarette and jewelry boxes, costume jewelry. Heine Bros. (importer, exporter, agent), 11 Loftus Street, Sydney, N.S.W. WTD in revision.

★★ BAHREIN—Trade Mission

Gift sets for baby showers, albums for baby pictures and records. Rasul A. Al-Jishi (importer), P.O. Box 134, Manama. WTD in preparation. TM 356.

FRANCE—Paint brushes. Requests replies in

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

French. Etablissements D. Lelluch & Cie (wholesaler), 56 Rue de Malte, Paris 11e. WTD in preparation.

LEBANON—Janitor supplies such as brooms, brushes. Direct purchase and agency. General Maintenance Co. (importer, wholesaler, retailer), P.O. Box 2648, Artois St., Beirut. WTD 12/28/65.

SWEDEN—Window display material for use by department stores and retailers in textile goods. Direct purchase and agency. Handels & Agenturfirma G. Gordon AB (importer, wholesaler, sales agent), Landsvagen 47, Sundbyberg. WTD 3/24/66.

509 Wholesalers

DENMARK—Stationery, envelopes etc., novelties. Direct purchase and/or agency. L.K. Jensen & Co., A/S (importer, exporter, wholesaler, manufacturer), 88, Aarhusgade, Copenhagen Ø. WTD 1/21/66.

Netherlands firms want farm machinery and equipment

The Foreign Service Office at the Hague has forwarded a listing of 30 firms in the Netherlands which are interested in representing U.S. manufacturers of farm machinery and equipment.

The firms are interested in such diverse items as poultry and dairy equipment, separators, cultivators, grain and seed cleaning and grading equipment, vegetable harvesters, and manure handling equipment.

A copy of the list of firms may be obtained from the ACME Division, BDSA-6310, U.S. Department of Commerce, Washington, D.C. 20230.

Tunisia wants bids on a garbage conversion plant

The Societe Nationale d'Investissement, 68 Avenue Habib Bourguiba, Tunis, has issued a tender for the supply of a plant to convert 400 tons per day of garbage on a turnkey basis.

Bids are requested as soon as possible.

Specifications in French are available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

NETHERLANDS—All kinds of grain and oil seeds. Quote c.i.f. Rotterdam prices. Direct Purchase and agency. Intergraan N.V. (importer, exporter, agent, commission merchant), 48 Mauritsweg, Rotterdam-2, WTD 8/10/65.

203 Canning, preserving foods

NETHERLANDS—All kinds of frozen fish products. E. v.d. Sandt N.V. (importer, exporter, transit trader, commission merchant, agent), 206 Straatweg, P.O. Box 1027, Rotterdam-13. WTD 1/6/65.

204 Grain mill products

★★ SAUDI ARABIA—Trade Mission

Wheat, rice and flour in bulk. Exclusive agency for Saudi Arabia. Abdulla Abdulaziz Al Mansoor (agent), P.O. Box 540, Dammam. WTD in preparation.

209 Food preparations

NETHERLANDS—Oil cakes, related products. Quote cif Rotterdam prices. Intergraan N.V. (importer, exporter, agent, commission merchant), 48 Mauritsweg, Rotterdam-2. WTD 8/10/65.

221 Broad woven fabric mills, cotton

LEBANON—Cotton sheetings, bed coverings; seconds of broad cotton fabrics, drills, twills, khaki colors. Cotton towels, all kinds. A. Sahmarani Freres (importer, commission merchant), P.O. Box 291, Rue Allenby, Beirut. WTD 3/22/66.

222 Broad woven fabric mills, manmade fiber, silk

LEBANON—Dacron suitings; approx. 150 centimeters wide, weight approx. 280 grams per linear meter. A. Sahmarani Freres (importer, commission merchant), P.O. Box 291, Rue Allenby, Beirut. WTD 3/22/66.

227 Floor covering

AUSTRALIA—Soft floor coverings: carpeting, mainly tufted, synthetic, cotton, wool; composition floor coverings and padding. William Mackay Pty. Ltd. (wholesalers), 18 Garnet St., P.O. Box 20, Killara, Sydney, N.S.W. WTD 3/24/66.

228 Yarn, thread mills

NEW ZEALAND—Bag sewing yarn, 16/6s knotless, leeson wound on cones, 3 up to 14 lb. weight per cone; bag sewing twine, 12/4 and 12/5's; cotton carpet yarn, 9/3s and 8/3s; also cotton carpet yarn, precision wound on cheeses, 9/3s and 8/3s. Sulphur & Chemical Importing Co. Ltd., Tasman Bldg., Anzac Ave., Auckland, C.1. Attn: Mr. M. H. Lea, Managing Director. WTD 9/21/64.

264 Converted paper

LEBANON—Stationery, all kinds. Chafic Begdache & Fils (importer, wholesaler), P.O. Box 169, Hoyek St., Beirut. WTD 2/18/65.

273 Books

AUSTRALIA—Books, text, secondary and tertiary levels, especially scientific and technical fields. Roberts, McNab & Associates, 317 Numa St., Balmain, Sydney, N.S.W. WTD 3/18/66.

281 Industrial chemicals

BELGIUM—Rare chemicals, biological and biochemicals, isotopes for research purposes. Etablissements Robert Nivelle (importer, agent), 27 Avenue Plaine des Sports, Wezembeek. WTD 3/22/66.

PAKISTAN—Chemicals for use in textile industry. Importer and agent requests quotations cif Karachi. Alam Ltd., Bank House No. 1, Habib Square, Bunder Rd., Karachi 2. WTD 3/15/66.

282 Synthetic materials

FRANCE—New products in synthetic rubbers and plastic materials. Polyplastic (E.P.P.C) (importer, wholesaler, agent), 15 Rue des Sablons, Paris 16e. WTD 1/21/65.

283 Drugs

FRANCE—Basic chemical products such as adjuvants, for use in pharmaceutical industry. Vitex "Noury France" (manufacturer, wholesaler, importer, agent), 9 Rue Mathurin Regnier, 75-Paris (15). WTD 3/8/66.

Basic chemical products for use in pharmaceutical industry. Polyplastic (E.P.P.C) (importer, wholesaler, agent), 15 Rue des Sablons, Paris 16e. WTD 1/21/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

FRANCE—Basic chemical products for detergents and cleaning preparations. Vitex "Noury, France" (manufacturer, wholesaler, importer, agent), 9 Rue Mathurin Regnier, 75-Paris (15). WTD 3/8/66.

Basic chemical products for cosmetics and toilet preparations. Polyplastic (E.P.P.C) (importer, wholesaler, agent), 15 Rue des Sablons, Paris 16e. WTD 1/21/65.

289 Chemical products

FRANCE—Special adhesives to be mixed with asphalt and tar, for road surfacing. E. Querne & Cie (importer, dealer), 8 Rue Waldeck-Rousseau, Asnieres (Seine). WTD 3/1/65.

NEW ZEALAND—Sulfur, bright grade for fertilizer use, requirement for 30,000 tons. Sulphur & Chemical Importing Co. Ltd. (importer), Tasman Bldg., Anzac Ave., Auckland, C.1. Attn: Mr. M. H. Lea, Managing Director. WTD 9/21/64.

329 Abrasive, asbestos

AUSTRIA—Waterproof abrasive paper for grinding purposes in automobile industry. Requests replies in German. E. Kalina (wholesaler, manufacturers' agent), Rasumofskygasse 1, A-1030 Vienna. WTD 7/7/65.

331 Steel mill products

AUSTRALIA—High pressure piping, for natural gas. McNamee Industries Pty. Ltd. (importer, manufacturer, wholesaler), 4 Hope St., Ermington, N.S.W. WTD 3/16/66.

DENMARK—Band-iron, processed, stainless; tin-plate. A. Rasmussen (import, export agency), 73 Gladsaxevej, Copenhagen, Soborg. WTD 12/12/65.

333 Primary smelting, refining of nonferrous metals

DENMARK—Nonferrous metals: copper,

lead, zinc, aluminum, brass. A. Rasmussen (import, export agency), 73 Gladsaxevej, Copenhagen, Soborg. WTD 12/12/65.

PAKISTAN—Copper, refined; aluminum, brass, lead. Importer and agent requests quotations c&f Karachi. Taseer Sons, 5 Nadir House, McLeod Rd., Karachi 2. WTD 2/25/66.

335 Rolling, drawing, extruding of nonferrous metals

SWEDEN—Plastic insulated telephone wire and cable. AB Attco (sales agent), Gubbangsvagen 26A, Enskede. WTD 4/22/65.

342 Cutlery, hand tools, general hardware

DOMINICAN REPUBLIC—General hardware, hand tools, all kinds; small household appliances. Direct purchase and agency. Manuel de Jesus Tavares Sucs., C. por A. (importer, wholesaler, retailer), Maximo Gomez No. 14, P.O. Box 326, Santiago. WTD 2/28/66.

FRANCE—Woodworking hand tools and hand saws; edge tools for metalworking. Etablissements Winter (manufacturer, wholesaler, importer), 10-24 Rue du Gal Guilhem, Paris 11e. WTD 12/8/65.

343 Heating apparatus, plumbing fixtures

AUSTRALIA—Natural gas home heaters and swimming pool heating equipment. McNamee Industries Pty. Ltd. (importer, manufacturer, wholesaler), 4 Hope St., Ermington, N.S.W. WTD 3/16/66.

Boiler instrumentation. Mr. R. K. Robinson c/o, U.S. Department of Commerce, New York Field Office, 350 Fifth Ave., New York, N.Y. 10001; or San Francisco Field Office, Federal Bldg., Box 36013, 450 Golden Gate Ave., San Francisco, Calif. 94102.

344 Fabricated structural metal products

AUSTRALIA—Boiler accessories. R. K. Robinson, c/o U.S. Department of Commerce, New York Field Office, 350 Fifth Ave., New York, N.Y. 10001; or San Francisco Field Office, Federal Bldg., Box 36013, 450 Golden Gate Ave., San Francisco, Calif. 94102.

FRANCE—Aluminum and/or stainless steel windows, doors, curtain walls, etc. Menuisal (agent), 1 Rue Salomon de Rothschild, Suresnes (Seine). WTD 9/28/64.

346 Metal stampings

LEBANON—Catering and kitchen equipment for hotels and hospitals. Chafic Begdache & Fils (importer, wholesaler), P.O. Box 169, Hoyek St., Beirut. WTD 2/18/65.

349 Fabricated metal products

AUSTRALIA—Valves, steam. R. K. Robinson, c/o U.S. Department of Commerce, New York Field Office, 350 Fifth Ave., New York, N.Y. 10001; or San Francisco Field Office, Federal Bldg., Box 36013, 450 Golden Gate Ave., San Francisco, Calif. 94102.

Packings, fittings and valves for piping natural gas. McNamee Industries Pty. Ltd. (importer, manufacturer, wholesaler), 4 Hope St., Ermington, N.S.W. WTD 3/16/66.

352 Farm machinery

FRANCE—Orchard machinery and equipment: harvesting machines for small fruits (berries), tree-shakers (walnut trees), antifrost equipment, moisture control equipment for irrigation, fruit graders and sorters, special cultivating machines. Europelec (importer, distributor), Agricultural Dept., Les Clayes-sous-Bois (Seine & Oise). WTD 8/2/65.

354 Metalworking machinery

FRANCE—Machine tools, metal cutting and metal forming types; portable power driven hand tools. Etablissements Winter (manufacturer, wholesaler, importer), 10-24 Rue du Gal Guilhem, Paris 11e. WTD 12/8/65.

SWEDEN—Machines for making small dimensioned wires, approx. 15-30 AWG. AB Attco (sales agent), Gubbangsvagen 26 A, Enskede. WTD 4/22/65.

355 Special industry machinery

FRANCE—Woodworking machinery, such as power driven sawing machines. Etablissements Winter (manufacturer, wholesaler, importer), 10-24 Rue du Gal Guilhem, Paris 11e. WTD 12/8/65.

Automatic packaging machinery for food industry, principally carton-forming, carton-filling, and carton-closing machines designed for packing bottles in printed cardboard boxes. Exclusive sales agency for France or section thereof. C. Verdier & J. Blois (SOPAC) (sales agent), 92 Cours de la Martinique, 33 Bordeaux, Gironde. WTD 9/13/65.

PAKISTAN—Machinery for production of fine chemicals. Importer and agent requests catalogs, quotations c&f Karachi. Taseer Sons, 5 Nadir House, McLeod Rd., Karachi 2. WTD 2/25/66.

TAIWAN—Textile machinery: weaving, knitting, dyeing, finishing. Requests catalogs, price lists; exclusive agency. Orient Trading Co., Ltd. (importer, agent), P.O. Box 3240, Taipei. WTD 10/27/65.

356 General industrial machinery

AUSTRALIA—Pumps, all types but especially centrifugal, for irrigation. McNamee Industries Pty. Ltd. (importer, manufacturer, wholesaler), 4 Hope St., Ermington, N.S.W. WTD 3/16/66.

Engines powered by natural gas. McNamee Industries Pty. Ltd. (importer, manufacturer, wholesaler), 4 Hope St., Ermington, N.S.W. WTD 3/16/66.

357 Office, computing, accounting machines

AUSTRALIA—Adding machines, especially those in medium and lower-price fields. Swift & Bleakley Pty. Ltd. (importer, agent, distributor), 149 Milton St., Ashfield, Sydney, N.S.W. WTD 4/6/65.

LEBANON—All kinds of office machines. Chafic Begdache & Fils (importer, wholesalers), P.O. Box 169, Hoyek St., Beirut. WTD 2/18/65.

SWEDEN—Low cost bookkeeping machines, dictating machines, related office equipment. AB Attco (sales agent), Gubbangsvagen 26 A, Enskede. WTD 4/22/65.

358 Service industry machinery

GERMANY—Air conditioning units. Sales agency for Federal Republic of Germany. Somah G.m.b.H. (importer, wholesaler), 605 Offenbach a.M., Strahlenbergerstr. 123-125. WTD 11/10/65.

PAKISTAN—Air conditioners, packaged, room. Importer and agent requests quotations c&f Karachi. International Tansa Corp., 7-B New Queens Rd., Karachi. WTD 3/21/66.

362 Electrical industrial apparatus

AUSTRALIA—Electric heat tracing equipment. Mr. R. K. Robinson, c/o U.S. Department of Commerce, New York Field Office, 350 Fifth Ave., New York, N.Y. 10001; or San Francisco Field Office, Federal Bldg., Box 36013, 450 Golden Gate Ave., San Francisco, Calif. 94102.

PAKISTAN—Power units, electric, auxiliary, aircraft. Importer and agent requests catalogs, quotations c&f Karachi. J. Tyler & Co. Ltd., P.O. Box 4774, McLeod Rd., Karachi. WTD in preparation.

363 Household appliances

FRANCE—Household cooking equipment and appliances: ranges, hot plates, grills, percolators, toasters, food mixers, coffee makers. Household laundry equipment: washing machines, wringers, driers. Vacuum cleaners, dishwashers, food waste disposal units; household types. Guy Karsenti (importer, wholesaler, commission merchant), 17 Rue Mesnil, 75-Paris (16). WTD 3/7/66.

★★SAUDI ARABIA—Trade Mission

Household appliances such as stoves, refrigerators, hot water heaters, mixers, grinders, washers. Exclusive agency. Saleh El-Hamad El-Bassam (importer), P.O. Box 206, King Abd. al' Aziz St., Jidda. WTD 11/8/65. TM 120.

364 Electric lighting, wiring equipment

SWEDEN—Sealed beams and headlights for motor vehicles. AB Attco (sales agent), Gubbangsvagen 26 A, Enskede. WTD 4/22/65.

365 Radio, television receiving sets

FRANCE—Radio and television receiving sets. Guy Karsenti (importer, wholesaler, commission merchant), 17 Rue Mesnil, 75-Paris (16). WTD 3/7/66.

367 Electronic components, accessories

FRANCE—Radio and television receiving type tubes; television receiving type cathode ray tubes. Guy Karsenti (importer, wholesaler, commission merchant), 17 Rue Mesnil, 75-Paris (16). WTD 3/7/66.

371 Motor vehicles, motor vehicle equipment

PAKISTAN—Air conditioning units, mobile. Importer and agent requests catalogs, quotations c&f Karachi. J. Tyler & Co. Ltd., P.O. Box 4774, McLeod Rd., Karachi. WTD in preparation.

372 Aircraft, parts

PAKISTAN—Aircraft, commercial, for use in spraying of insecticides. Importer and agent requests catalogs, quotations c&f Karachi. J. Tyler & Co. Ltd., P.O. Box 4774, McLeod Rd., Karachi. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Electronic amino acid analyzers. National Instrument Co. Pty. Ltd. (importer, exporter, wholesaler, manufacturer, sales agent), 1-5 Sydney St., Marrickville, Box 139, P.O. Marrickville, N.S.W. WTD 3/12/65.

BELGIUM—Laboratory apparatus, all kinds

i.e. autoclaves, furnaces, sterilizers; accessories. Etablissements Robert Nivelle (importer, agent); 27 Avenue Plaine des Sports, Wezembeek. WTD 3/22/66.

LEBANON—Medical and laboratory instruments. The Optical & Scientific Co. (importer, wholesaler, retailer), Starco Bldg. (Bloc North), Office No. 109, Beirut. WTD 11/27/64.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Boiler control equipment; level and density control instrumentation; flow measurement instrumentation. Mr. R. K. Robinson, c/o New York Field Office, U.S. Department of Commerce, 350 Fifth Ave., New York, N.Y.; or San Francisco Field Office, Federal Bldg., Box 36013, 450 Golden Gate Ave., San Francisco, Calif. 94102.

FRANCE—Thermostats; pressure control instruments, up to 500 kgs. Requests replies in French. Etablissements D.S. (manufacturer, dealer), 6 Rue Paul Bert, 92 Malakoff. WTD 2/16/66.

386 Photographic equipment, supplies

AUSTRALIA—Microfilming equipment. Swift & Bleakley Pty. Ltd. (importers, agents, distributors), 149 Milton St., Ashfield, Sydney, N.S.W. WTD 4/6/65.

394 Toys, amusement, sporting, athletic goods

FRANCE—Sports and camping equipment, accessories, supplies; articles of all categories for adults and children, including amusement and outdoor games for country and seaside resorts. Requests replies in French. Jean-Pierre Delmas (sales agent), 13 Allee Rapp, 33 Arcachon, Gironde. WTD 3/23/66.

396 Costume jewelry, novelties, buttons, notions

FRANCE—Jewelry base metal and nonmetallic. Henri Soubies (importer, agent), 26 Rue Terreneuve, Meudon (S. & O.) WTD 10/28/65.

399 Manufacturing industries

AUSTRALIA—Hard floor coverings: vinyl, linoleum, soft sheet vinyl. William Mackay Pty. Ltd. (wholesalers), 18 Garnet St., P.O. Box 20, Killara, Sydney, N.S.W. WTD 3/24/66.

Leads for Importers

Commodities are offered direct unless specified

209 Food preparations

FRANCE—Manufacturer of ready made sweet desserts, production 50,000 packages/day, seeks U.S. distributor. Requests replies in French. CODA—Les Conseillers de Direction Associes (manufacturer, dealer), 9 Rue Boissy d'Anglas, Paris 8e. WTD in preparation.

SOUTH AFRICA—Pilchard fish meal, average protein content 64 to 65%. 40,000 tons available from Sept. 1 to Aug. 31, 1967. Shipments: approx. 10,000 tons every three months. Also 8,000 tons of fish oil annually (2,000 tons every 3 months). Urgently requests replies before April 22. Intermares Corporation (Pty) Ltd. (commission merchant), 711 Tulbagh Centre, Foreshore, Cape Town. WTD 3/18/66.

224 Narrow fabrics, other smallwares mills

GERMANY—Gift tying ribbons, elastic cord for gift decorations. Direct sale and/or agency. Price quotations f.o.b. Hamburg or Bremen. Descriptive catalog with samples, text in German, available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Wilh. Sopp (manufacturer, exporter), 55 Kreuzbergstrasse, 5630 Remscheid-Luettringhausen. WTD 2/15/66.

232 Men's, youths', boys' furnishings

SWEDEN—Men's clothing such as hats, caps, sweaters, shirts, handcrafted types. Pygmalion (importer, retailer, wholesaler), Kopmangatan 14, Stockholm. WTD 3/22/66.

235 Hats, caps, millinery

FRANCE—Summer hats, principally medium-priced straw hats for men, women, children. Men's lightweight waterproof hats (nylon, tergal, velvet); fancy articles. Wholesale exportation, direct or through selling agents. Etablissements Bach Pere & Fils (Jean Bach, Succr.) (manufacturer), 22 Rue Moissagaise, 82 Caussade, Tarn-et-Garonne. WTD 7/6/65.

242 Sawmills, planing mills

BRAZIL—Brazilian woods; 34 species for manufacturing railroad ties, telegraph, telephone, illumination poles, furniture, with or without protective treatment (oil or salt-based), strictly according to measurement and quality specification. Transportation facilities through exporting ports of Vitoria and Tubarao (Espirite Sante). Direct sale or through well established agents. Price quotations fob, cif and c&f. Will accept requests for technical information on referenced woods or Brazilian wood in general. Sr. Lon Teixeira de Menezes, Companhia Vale de Rio Doce, Divisae Comercial, Avenida Graca Aranha 26, 6° andar, Rio de Janeiro ZC-P, Estado da Guanabara. WTD in revision.

262 Paper mills

FINLAND—Seeks manufacturer's agents for decorative paper-plastics laminates. Formaliitti Oy (manufacturer), Luumaki. WTD 3/14/66.

282 Synthetic materials

GERMANY—Workers' protective clothing (aprons, gloves, jackets, trousers and coats) of technical plastics, rubber and asbestos. Special sections of neoprene and polyvinyl chloride for sealing expansion joints of buildings and prefabricated houses. Seeks representative in United States. Quotations fob Hamburg or Bremen. Migua, Mitteldeutsche Gummi- und Asbestgeselleschaft Hammerschmidt & Co. (wholesaler, manufacturer), 1-3 Bruegelweg, 5628 Heiligenhaus Bez. Duesseldorf. WTD 3/11/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

ETHIOPIA—Civet musk; 20-30 kg. (approx. 44-66 lb) available for export every 2 months; packed in 1-kg. aluminum containers; certified by Institute Pasteur. Shaher Ahmad Taher (exporters), P.O. Box 1010, Addis Ababa. WTD in preparation.

302 Rubber footwear

GUATEMALA—Lined and unlined rubber boots for men and women, "Colibri" trademark. Approx. monthly supply: 20,000 pairs, 12" and 16" high. GINSA—Gran Industra de Neumaticos Centroamericana, S.A. (manufacturer), Apartado Postal 450, Guatemala City. WTD 3/5/65.

306 Fabricated rubber products

GERMANY—Rubber mats with joints. Seeks representative in United States. Quotations fob Hamburg or Bremen. Migua, Mitteldeutsche Gummi- und Asbestgesellschaft Hammerschmidt & Co. (wholesaler, manufacturer), 1-3 Bruegelweg, 5628 Heiligenhaus Bez. Duesseldorf. WTD 3/11/66.

307 Plastic products

AUSTRIA—Manufacturer of plastic bottles, tubes, caps seeks representative in the U.S. "Expan" Dkfm. Ing. Ernest Feichtinger, Chem. Fabrik u. Plastikwerk (manufacturer, importer, exporter), Villacherstrasse 105, A-9010 Klagenfurt. WTD 3/29/66.

BRAZIL—Low-cost ballerina-type vinyl shoes for teen-agers and women; direct sale to wholesalers or retailers. Hissa Comercio e Industria de Plasticos Ltda. (manufacturer), Rua da Alfandega 271, 1° andar, Rio de Janeiro ZC-58, Estado da Guanabara. WTD 3/25/66.

317 Handbags, personal leather goods

HAITI—Women's sisal handbags with wooden handles; seeks outlets. Ernst Gauthier Import-Export (manufacturer), 37 Rue des Miracles, Port-au-Prince. WTD 3/25/66.

319 Leather goods

LEBANON—Bags, book covers, wallets, belts, slippers, albums, hassocks (poufs), cushions, camel saddles, Beirut chairs. Roger E. Naggiar (manufacturer, exporter), 603 Lyon St., Abdel Kerim Habib Bldg., Beirut. WTD 8/3/65.

328 Cut stone products

LEBANON—Marble, for use by furniture makers as table tops. Arabian Mining Habre & Co. (manufacturer), P.O. Box 994, Beirut. WTD 3/22/66.

356 General industrial machinery

GERMANY—Hydraulic high-pressure pumps from 60 to 1,000 liters per minute, 360 atmospheric pressure. Quotations f.o.b. Hamburg. Gust. Overhoff (manufacturer, exporter), 76 Elberfelderstrasse, 402 Mettman. WTD 3/25/66.

393 Musical instruments, parts

BRAZIL—High quality Brazilian-made guitars; agent desires to establish distributors in U.S. Kenneth D. Haley, Caixa Postal 3818 ZC-00, Rua Sete de Setembre 67, 6° andar, sala 604, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 3/24/66.

396 Costume jewelry, costume novelties, buttons, notions

FRANCE—Pearl jewelry of first quality, imi-

tation articles, including simulated pearl necklaces and bracelets, classic or fancy; related artificial pearl novelty items. Wholesale exportation direct or through well-established selling agents. Etablissements Guy Simon (manufacturer, exporter), Avenue La Fontaine Beyries, 64 Bayonne, Basses-Pyrenees. WTD 3/23/66.

509 Wholesalers

AUSTRIA—Miscellaneous handicraft items, art goods of wood and other materials, of types used as gift items and for home decoration. Handelsagentur Mitraco, Friedrich Bauer (sales agent, buyer), Pfluggasse 4, A-1090 Vienna. WTD 3/8/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BRAZIL—Edgard de Miranda Piereck, Brasil Representacoes Empreendimentos S.A.—BRESA, Av. Graca Aranha 174, grupo 617, Rio de Janeiro ZC-P, **interested in exporting canned food, fine furniture, wine and champagnes, leather luggage, novelties and in acting as purchasing agent in Brazil for U.S. firms.** April 6 via Washington for 30-45 days. c/o Mr. Belmont F. Haydel, 3730 S. Claiborne Ave., New Orleans, La. Itinerary: Washington, New Orleans, Dallas, Houston, San Antonio, Los Angeles, San Francisco, Charleston, S.C., Miami. WTD 9/1/65.

CHILE—Rodolfo Schlegel W., Williamson, Falbour & Cia. S.A., Avenida Bulnes 59, Santiago, **interested in accessories and replacement parts for farm machinery and requesting technical information.** April 10 via New York for 25 days. c/o Balfour Williamson, Inc., 84 Williams St., New York, N.Y. 10038. Itinerary: New York, Chicago, St. Paul, Minneapolis. WTD in preparation.

DENMARK—Ole Lester, Vald. Foersom Eftf., 7 Bygmarken, Farum, **interested in agency agreements with manufacturers of rubber and plastic goods, disposables for hospital use for exclusive Danish distribution.** April 19 via New York for 5 weeks. c/o Taft Hotel, 7th Ave. & 50th St., New York, N.Y.; Sheraton Hotel, Akron, Ohio; Conrad Hilton Hotel, Chicago, Ill. Itinerary: 4/19-29 New York; 5/3/57 Akron; 5/7-13 Chicago; 5/16-18 San Francisco; 5/18-21 Los Angeles. WTD in preparation.

ECUADOR—Carlos Pazmino C., Chile 106, P.O. Box 426, Guayaquil, **interested in purchasing machinery for manufacture of plastic heels for ladies' shoes; requesting technical information.** April 15 via Miami for 10 days. c/o Luciano Davalos, 3528 Old York Rd., Philadelphia, Pa. Itinerary: Miami, Philadelphia. WTD 10/23/64.

NIGERIA—M. K. Zabadne, Zabadne & Co. Ltd., 93 Broad St., P.O. Box 736, Lagos, **interested in manufacturing air conditioners and refrigerators in Nigeria;** requesting technical information. Mid-April via New York for one week. c/o Department of Commerce New York Field Office. Itinerary: New York, Washington. WTD 5/17/65.

SINGAPORE—Lye Pak Seng, Proprietor, Kee Cheong Answering Service & Kee Cheong Engineering Works, 4-C Raffles Place, Singapore 1, **interested in water-jet blasting machine for repairing ships, miniature golf equipment, answering services, new enterprises for Singapore; requesting technical information regarding answering services.** April 7 via San Francisco for one month. Itinerary: San Francsico, c/o Sir Francis Drake Hotel; 4/12 Los Angeles, c/o Alexandria Hotel; 4/21 Chicago, c/o Edgewater Beach Hotel; 4/24 Buffalo, c/o Seaway Hotel; 4/25-5/2 New York, c/o St. Regis Hotel. WTD in preparation.

SOUTH AFRICA—Abraham Benjamin Cilliers, Manager, Uniewinkels Ltd. & Uniewinkels (Kaapland) Ltd., Cor. Strand & St. George's St., Cape Town, **interested in retail trade in men's, women's, boys' and girls' apparel; piece goods and trimmings for tailoring trade; requesting technical information on U.S. merchandising, store layout, latest cash register developments, downtown and suburban retail development.** April 17 via New York for 14 days. c/o American Express Co. Inc. Itinerary: New York, Detroit, Chicago, Dayton. WTD 3/6/66 on Uniewinkels Ltd., Pretoria.

SPAIN—Aurelio de las Heras, Vasco Cantabra, S.A., Barbara de Braganza 7, Madrid, **interested in purchasing U.S. prefabricated homes, nylon thread, artificial leather.** April 5 via New York for 20 days. c/o Hotel Taft, 7th Ave. & 50th St., New York, N.Y. Itinerary: New York, Washington, Boston, perhaps San Francisco, Los Angeles. WTD 6/11/64.

SWEDEN—Karl-Erik Friberg, Managing Director, AB Emarco, Kevingeringen 83, Danderyd, **interested in electrical household appliances, industrial transportation, hydraulic equipment, industrial trucks, snow scooters, automobile exhaust filters; requesting technical information.** April 7 via New York for 3 weeks. c/o Billy Clover, 69 Appletree Rd., Kerkeley Heights, N.J. Itinerary: New York, Detroit, Chicago. WTD in preparation.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated March unless otherwise indicated.

Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Canneries and Frozen Foods—Producers and Exporters—Denmark.

Dairy Producers—Turkey.

Dental Supply Houses—Austria, April.

Electronic Equipment, Electron Tubes and Other Electronic Components and Accessories—Importers, Dealers and Manufacturers—Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Tapes—Importers, Dealers, and Manufacturers—Panama.

Fertilizers—Importers, Dealers, Manufacturers and Exporters—Australia.

Hardware, Iron and Steel and Nonferrous Metals and Building Materials—Importers and Dealers—Finland.

Laundry and Dry Cleaning Industry—United Kingdom.

Oils (Animal, Fish and Vegetable)—Importers, Dealers, Producers, Refiners and Exporters—Venezuela.

Paints, Varnishes and Pigments—Importers, Dealers and Manufacturers—Nicaragua.

Petroleum Products—Importers, Dealers, Producers and Refiners—Belgium.

Tobacco and Tobacco Products—Importers, Dealers and Manufacturers—Bolivia.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

CONGO—The Agency for International Development will lend $12 million to the Congo (Leopoldville) **to purchase U.S. products such as electrical apparatus and equipment, trucks and spares, textiles, industrial machinery and equipment, tires and tubes, pharmaceuticals, chemicals, iron and steel, and canned fish.**

HONDURAS—Texaco Caribbean, Inc. has been authorized to construct an **$8 million oil refinery in the city of Puerto Cortes** with an initial capacity of 5,800 barrels of crude oil per day. The approval includes rights to warehouse, sell, distribute and re-export the products of the refinery.

MEXICO—Tijuana's perennial water problem is to be solved by the **construction of a seawater desalinization plant in Rosarito, an acqueduct from the plant to Tijuana and of an amplified distribution system.** The Governor of Baja California, Ing. Raul Sanchez Diez, recently announced that this 200 million pesos (U.S. $16 million) project will be started possibly this year.

THAILAND—The Director-General of the Department of Transport stated that his Department plans **to establish 12 vehicle testing stations** in the country. These new facilities **will require a complete line of vehicle testing equipment.**

Write: Mr. Sanong Prarajayanantana Director-General, Department of Land Transport, 5 Rajdamnern Ave., Bangkok.

New Books and Reports

Commerce offers 43 world customs journals for sale to U.S. exporters

The recent availability of the Customs Journals of Nigeria and Hungary bring to 43 the number of tariff systems which can be bought from the Commerce Department's publications clearinghouse. These journals were previously only available on a loan basis.

The up-dated list below gives the price of both the bound paper editions and microfiche (64 pages reproduced on a 4 x 5 inch negative).

Write: Clearinghouse, U.S. Dept. of Commerce, Springfield, Va., 22151. Attn: Code 410-60.

Country	Code Number	Bound	Microfiche
Australia	PB—169284	$6.00	$1.25
Austria	PB—169260	6.00	$1.25
Bulgaria	PB—169253	1.00	.50
Kingdom of Burundi	PB—169263	4.00	1.00
Canada	PB—169274	5.00	1.00
Ceylon	PB—169270	2.00	.50
Colombia	PB—169272	5.00	1.00
Czechoslovakia	PB—169278	4.00	.75
Denmark	PB—169266	4.00	.75
East Africa	PB—169271	2.00	.50
Finland	PB—169269	6.00	1.50
Germany	PB—169262	7.00	1.50
Great Britain/N. Ireland	PB—169287	6.00	1.25
Ghana	PB—169282	1.00	.50
Greece	PB—169283	6.00	1.50
Guinea	PB—169258	4.00	.75
Hungary	PB—169567	3.00	.75
Iceland	PB—169268	4.00	.75
India	PB—169256	3.00	.75
Ireland	PB—169259	6.00	1.25
Italy	PB—169281	7.00	1.75
Jordan	PB—169277	4.00	.75
Liberia	PB—169286	1.00	.50
Libya	PB—169290	3.00	.75
Malaysia	PB—169264	2.00	.75
Malta	PB—169292	2.00	.50
Mali	PB—169257	4.00	.75
Isle of Man	PB—169288	1.00	.50
Mauritius	PB—169279	2.00	.50
Morocco	PB—169285	3.00	.75
Nigeria	PB—169566	4.00	.75
Norway	PB—169267	6.00	1.50
Peru	PB—169261	6.00	1.25
Reunion Island	PB—169291	1.00	.50
Rwanda	PB—169275	4.00	.75
South Africa	PB—169255	6.00	1.25
Sweden	PB—169276	6.00	1.25
Switzerland	PB—169265	6.00	1.25
Tunisia	PB—169280	4.00	.75
United Arab Republic	PB—169289	4.00	.75
USA	PB—169293	7.00	1.50
USSR	PB—169254	1.00	.50
Zambia	PB—169273	3.00	.75

***Argentine Account.* By London Press Exchange, London. 40pp. Free.**

This survey of Argentina's investment climate reports that, although the country "lurches from crisis to crisis," investment there can be worthwhile and profitable. It points out that Argentina has the largest middle class of any South American country and its modern industrial establishment is growing.

The report says that the major case for investing in Argentina is that most businessmen, foreign or native, find their operations highly profitable most of the time, despite frustrations and disappointments. The authors found that the best investment opportunities lie in land and farming industries and services. Farm machinery, equipment and implements are either expensively imported or made locally by small, uneconomic producers. Pesticides and insecticides, special foodstuffs, irrigation equipment and a dynamic food processing industry are also needed.

Write: LPE Robert Otto, Inc., 820 Second Ave., New York, N.Y.

***American-Hellenic Chamber of Commerce Directory: 1965-66.* Published by the American-Hellenic Chamber of Commerce, Athens. 198pp.**

Contains both alphabetical and classified lists of members, as well as market data about Greece, trading statistics, leading Greek export products, and marketable products in Greece. The Commerce Department's *Overseas Business Report* on Establishing a Business in Greece is reproduced in full.

Annual membership in the Chamber of Commerce for firms non-resident in Greece is $10.

Write: American-Hellenic Chamber of Commerce, 4, Stadiou Street, Athens 133, Greece.

***American Import Directory.* Costa's Directories, New York. 170pp. $10.**

The book contains an alphabetical listing of U.S. importers, including the commodities in which they deal. Subsequent sections list leading foreign exporters and their specialties, and an alphabetical commodity listing which contains the names of firms trading in each specific product.

Write: Costa's Directories Co., 210 Fifth Ave., New York, N.Y. 10010.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—201-962/41

Calendar *for international traders*

ABILENE, TEXAS—April 26—World Trade Seminar. Sponsors: Texas Industrial Commission; Chamber of Commerce; REEC; Dallas Field Office, Department of Commerce.

ATLANTA—April 19—Export Trade Workshop, 1st of eight weekly sessions, 5:30 p.m., Georgia State College. Sponsors: World Trade Council; Chamber of Commerce; REEC; Atlanta Field Office, Department of Commerce.

BALTIMORE—April 21—In-Office Export Conference, Maryland National Bank, 18th-floor conference room. Sponsors: Commerce Dept. Field Office, Maryland Regional Export Expansion Council and Maryland National Bank.

BOSTON—April 20—All-day seminar on Business and Investment in Mexico, Boston University. Luncheon Speaker: Fulton Freeman, Ambassador to Mexico. Sponsors: Boston University; World Affairs Council; Boston Field Office, Department of Commerce; REEC. World Trade Day, Boston University, Speaker: **Mark C. Feer, Deputy Asst. Secretary for Financial Policy.**

CEDAR RAPIDS, IOWA—April 19—Foreign Trade Bureau of Chamber of Commerce, annual Port of New Orleans Night, 6 p.m., Roosevelt Hotel.

CHICAGO—April 20—Chicago-Midwest Credit Assn., La Salle Hotel.

CHICAGO—April 21—International Trade Club Seminar, "Containerization: Advantages, Economy and Potential," 2:30-5 p.m., La Salle Hotel.

CINCINNATI—April 18—Export Expansion Seminar, 7-10 p.m., Cincinnati Gas and Electric Co. Speaker: **E. E. Schnellbacher, Bureau of International Commerce.** Sponsors: Cincinnati Field Office, Department of Commerce; REEC; World Trade Club of Chamber of Commerce.

CINCINNATI—April 22—Export Workshop, Field Office. Sponsors: REEC; Cincinnati Field Office, Department of Commerce.

COOS BAY, ORE.—April 28—2nd Coos Bay World Trade Conference, Courtel Coos Bay.

HARTFORD, CONN.—April 20—Foreign Trade Workshop, 10 a.m.-12 noon, Field Office. Sponsors: Hartford Field Office, Department of Commerce; REEC.

JACKSONVILLE, FLA.—April 26—Export Conference, 2 p.m., Field Office. Sponsor: Jacksonville Field Office, Department of Commerce.

KANSAS CITY, MO.—April 21—Export Procedures Course, 6:30 p.m., Chamber of Commerce. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

MEMPHIS—April 20—Mid-South Exporters' Roundtable, Hotel King Cotton.

MIAMI—April 21—In-Office Export Workshop, Miami Field Office, 10:30 a.m. Sponsors: South Florida Regional Export Expansion Council, U.S. Dept. of Commerce.

NEW YORK—April 19—FCIB Hardware-Automotive & Allied Trades Industry Group, 12:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—April 20—"Profits in Export" meeting with Wallpaper Institute at New York Field Office of U.S. Dept. of Commerce.

NEW YORK—April 21—FCIB Drug, Chemical & Food Export Club, 12:15 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—April 21—Export Training Course, 1st of six weekly sessions, Seamen's Church Institute. Sponsors: Seamen's Church Institute; REEC; New York Field Office, Department of Commerce.

NEWARK, N.J.—April 20—Mobile "Profits in Exports" Conference, U.S. Steel Supply. Sponsors: U.S. Steel Supply; New York Field Office, Department of Commerce.

NEWARK, N.J.—April 21—Foreign Market Research Seminar, 12 noon, Military Park Hotel. Sponsors: Chamber of Commerce; World Trade Assn.; Department of Commerce.

NEWPORT, ORE.—April 27—Newport International Business Short Course, Marine Science Laboratory.

OMAHA—April 20—Meeting on Licensing Agreements, 7-9 p.m., University of Omaha. Sponsors: University of Omaha; Kansas City Field Office, Department of Commerce; REEC.

OMAHA—April 27—Meeting on Patents and Legal Hurdles, 7-9 p.m., University of Omaha. Sponsors: University of Omaha; Kansas City Field Office, Department of Commerce; REEC.

ORLANDO, FLA.—April 20—Export Trade Clinic, 2-4:30 p.m., Roque Club Room, Exposition Park. Sponsors: Florida Development Commission; Jacksonville Field Office, Department of Commerce.

PHILADELPHIA—April 20—Conference on Role of Foreign Freight Forwarders in Exporting, Field Office.

PHILADELPHIA—April 26—Foreign Traders Assn., monthly meeting, 6 p.m., Sheraton Hotel.

PITTSBURGH—April 19—Annual Joint Luncheon of World Trade Council, Chamber of Commerce, and Credit Assn. of Western Pa., noon, Roosevelt Hotel.

PITTSBURGH—April 21—Seminar on Export Letters of Credit, 1st of five weekly sessions, 7-9 p.m., Koppers Bldg. Sponsor: World Trade Council, Chamber of Commerce.

PITTSBURGH—April 26—Export Counseling Program, 1-5 p.m., Chamber of Commerce. Sponsors: World Trade Council, Chamber of Commerce; REEC.

PROVIDENCE, R.I.—April 19—Providence World Trade Club, dinner meeting, State Airport.

SALT LAKE CITY—April 19—Utah Export Expansion Conference, Hotel Utah. Speaker: **Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.** Sponsors: REEC; Salt Lake City Field Office, Department of Commerce; World Trade Assn., Chamber of Commerce; Utah Manufacturers Assn.

SAN FRANCISCO—April 20—World Trade Assn. luncheon, Montgomery House. Speaker: **Lawrence A. Fox, Director, Bureau of International Commerce.**

SILOAM SPRINGS, ARK.—April 19-20 World Trade Conference, John Brown University. Sponsors: John Brown University, REEC; Memphis Field Office, Department of Commerce.

ST. LOUIS—April 26—Export Workshop, Wagner Electric Co. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

WATERBURY, CONN.—April 22—Foreign Trade Workshop, 10 a.m.-12 noon, Chamber of Commerce. Sponsors: Hartford Field Office, Department of Commerce; Chamber of Commerce; REEC.

YORK, PA.—April 26—World Trade Council, monthly meeting, 12 noon, Chamber of Commerce.

YOUNGSTOWN, OHIO—April 21—Export Expansion Workshop, 10 a.m.-12 noon, Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Cleveland Field Office, Department of Commerce.

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First-Class Mail

Jack Benny, star of stage, screen, radio and TV, and bulwark of the American dollar.

One of America's shrewdest economists was getting a little concerned about our country's money problems. So he wrote this post card to the Secretary of Commerce.

Dear Secretary Connor,

I've been hearing so much about America's balance-of-payments deficit and our outflow of dollars that, naturally, I got concerned.

First of all does "balance-of-payments deficit" mean we owe other countries money? If so, how did we ever get into a situation like that? And can't we just owe it to them? Everybody knows we're good for the money. So why should we have to pay it?

Secondly, even if they ask for their money why do we have to give it to them in gold? Won't ordinary American dollars do?

Last but not least, I was wondering if there was any reason for me, personally, to be concerned? Not that I have that much money. But over the years I've managed to hold on to a few dollars. Paper dollars, that is. Do you think they'll remain as good as gold?

Sincerely,

Jack Benny

This was the reply Mr. Benny got from the Secretary of Commerce.

THE SECRETARY OF COMMERCE
WASHINGTON 25, D.C.

Dear Mr. Benny:

We appreciate your interest in America's balance-of-payments deficit. It is a serious problem, but one we have every confidence of solving with the help of American businessmen and bankers and the understanding of the American people.

To answer your questions: "Balance-of-payments deficit" means more dollars are going out of this country than are coming in. We got into this situation by spending more abroad, over the short term, than we receive from abroad.

For example, American business is expanding overseas, using American dollars to build factories and office buildings for future economic growth. Our military bases abroad and our economic assistance to developing countries take dollars...much more than the dollars we get back, for instance, for the goods we export. As a result, our "outgo" is greater than our income. So, we have a balance-of-payments deficit.

When foreign countries ask to redeem their dollars in gold, we must give it to them because this country is pledged to exchange dollars for gold upon demand. The strength and stability of the dollar and to a great extent, the strength and stability of all the world's currency, depend on our fulfilling that pledge.

Finally, Mr. Benny, you certainly need not be concerned about your personal finances. The dollar is as good as gold. It is backed up by the world's most productive and efficient economy that gets more productive and more efficient every year. In addition, our government, businessmen, bankers, and military are all working together to solve the balance-of-payments problem. And it will be solved.

As President Lyndon Johnson has said, "Those who fear for the dollar are needlessly afraid. We will eliminate our international deficit. We will maintain the dollar at full value."

For the full story on our balance-of-payments situation and what we are doing about it, I am enclosing a booklet, "Keeping the American Dollar Strong." If any of your friends would like a free copy just ask them to write to: "Good as Gold," U.S. Department of Commerce, Washington, D.C. 20230. A postcard will do.

Sincerely,

John T. Connor

John T. Connor
Secretary of Commerce